

72.1.1237
2

VOLUME 4
NUMBER 2

C A T A L O G U E

ALBERTA

INVESTMENT

MATCHING

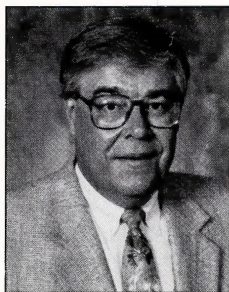
SERVICE

OF ALBERTA

Alberta
GOVERNMENT OF ALBERTA
CANADA 

CANADIANA

JUL 26 1994



MESSAGE FROM THE MINISTER

Business climate, accessibility to domestic markets, transportation linkages and the quality of the workforce — according to a leading American business magazine, these are among the most important factors some of the largest corporations in the United States consider when looking to relocate facilities or establish new ones. This study also confirmed that Canada is second only to Mexico in terms of the foreign locations most likely to be considered by the American corporations surveyed.

Alberta scores high in terms of delivering these important business location factors. The province has clearly established a pro-business and investment climate founded on: a competitive tax and regulatory regime featuring the lowest overall taxes of any Canadian province and no provincial sales tax; a well educated and productive workforce; a modern and efficient infrastructure and an abundance of energy and natural resources. That's the Alberta Advantage!

The strength and diversity of the Alberta Advantage is reflected in the range of business opportunities described in this edition of the **Investment Matching Service of Alberta (IMSA) Catalogue**. These opportunities include articles on these innovative companies: **QC Data, Computing Devices Canada (CDC)** and **Stewart, Weir Land Data Inc.** As well, the capabilities of two of Alberta's post secondary institutions, the **Northern Alberta Institute of Technology (NAIT)** and the **Southern Alberta Institute of Technology (SAIT)** are profiled.

Altogether, the articles on QC Data, CDC and Stewart Weir, NAIT and SAIT describe elements of the strong, entrepreneurial environment that continues to thrive in this province, in part as a result of the Alberta Advantage. I invite you to read through the Catalogue and learn more about how doing business in Alberta makes good business sense.

A handwritten signature in black ink that reads "Ken Kowalski".

Ken Kowalski
Deputy Premier
Minister of Economic Development and Tourism

CATALOGUE

The purpose of the Investment Matching Service of Alberta (IMSA) is to identify, develop and market Alberta business opportunities to a global network of investors. Opportunities include direct equity investments, mergers and acquisitions, joint ventures and other forms of strategic alliances.

Business opportunities and investors are registered in the computer matching program to provide a systematic two-way flow of referrals. A counselling service is also available to assist Alberta entrepreneurs develop business plans and promotional materials.

For investors interested in an opportunity, IMSA maintains an up-to-date executive summary and business plan on every venture listed in this Catalogue. An executive summary will be sent to an investor expressing an interest in a specific venture. A business plan is available to interested parties at the discretion of the entrepreneur.

For companies interested in opportunities profiled in the strategic alliance section, IMSA can refer you to the appropriate individual.

If you are interested in registering, either as an investor or as a company seeking investment capital or a strategic alliance partner, please complete the form at the back of this publication.

Direct Inquiries to:

Investment Matching Service of Alberta

Alberta Economic Development and Tourism
4th Floor, Commerce Place

10155 - 102 Street

Edmonton, Alberta

Canada T5J 4L6

Telephone: (403) 422-6236

Telefax: (403) 422-9127

OR

Investment Matching Service of Alberta

Alberta Economic Development and Tourism
Room 500

999 - 8 Street S.W.

Calgary, Alberta

Canada T2R 1J5

Telephone: (403) 297-8916

Telefax: (403) 297-6168

The projects listed in this IMSA Catalogue may be eligible for consideration for approval under the Alberta and Canadian Guidelines of the Entrepreneurial Immigration component of the Business Immigration Program.

TABLE OF CONTENTS

Message from the Minister	1
Introduction	2
Alberta Economic Indicators	4
Alberta Infrastructure	6
Northern Alberta Institute of Technology (NAIT) and	6
Southern Alberta Institute of Technology (SAIT)	7
Strategic Alliances	8
QC Data	8
Computing Devices Canada Inc.	10
Stewart, Weir, Land Data Inc.	11
Strategic Alliance Opportunities	12
Alberta Investment Opportunities	17
Seeking \$1 Million or More	17
Seeking Less Than \$1 Million	27
Industry Cross-Reference	50
Alberta Economic Development and Tourism's Presence in the Province and Around the World	52
Registration/Response Form	Inside Back Cover
Investment News	Supplement

The Province of Alberta and its agents assume no responsibility for the accuracy of information provided under the Investment Matching Service of Alberta nor for ensuring compliance with any statutory or regulatory requirements.

Canada & Alberta

According to Statistics Canada, the country had its best performance in four years in 1993. Canada produced \$710.7 billion in goods and services in 1993, up 2.4 per cent from 1992. **Alberta's economy is estimated to have grown by 3.4 per cent to 5.4 per cent over the same period,** making it the fourth consecutive year that Alberta has outperformed the country as a whole. In the words of a national economic think-tank, the Conference Board of Canada, "Alberta's economy is firing on all cylinders." The Royal Bank of Canada is likewise positive about the province's outlook, forecasting economic growth of 3.9 per cent for 1994.

Across Canada, the recovery was fuelled by record exports (thanks to a strong U.S. recovery) and business investment in machinery. Analysts predict the pace of growth will accelerate in 1994 up to 4 per cent, despite continuing high unemployment, slow wage growth and government restraint. Also contributing to growth were modest increases in consumer spending, housing construction, a surge in corporate profits, and a slight rise in labour income.

Alberta, Canada's Energy Province

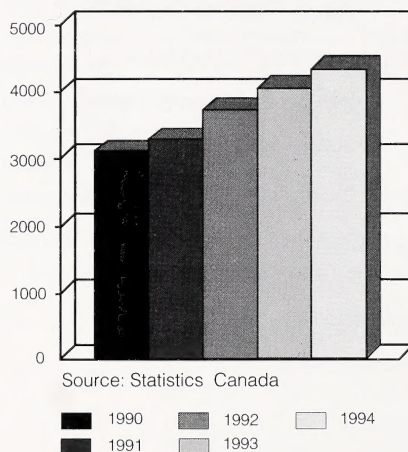
All of these factors contributed to Alberta's strong economic performance in 1993. The province's growth was led by record levels of natural gas sales to the U.S. and a dramatic recovery in energy industry activity. Over 7,200 wells were drilled in 1993, the highest level since 1986.

As well, Alberta's oil and gas sector raised \$5.8 billion in new equity in 1993 — more than all other industries. The money, from a combination of new and secondary stock offerings, was used by companies of all

sizes to pay off debt and to fund exploration and development. The 1993 figure, up \$2.5 billion raised in 1992, surpasses equity raised in all other industries in Canada, including active ones like high technology and forestry. In total, \$20.8 billion was raised in Canada's capital markets in 1993, up from \$11 billion in 1992.

The trend for oil and gas companies in 1994 is expected to move toward mergers and acquisitions due to investors' new preference for larger, more established companies.

NATURAL GAS SALES
Alberta Sales (billions of cubic feet)



In 1993, Alberta natural gas sales increased by about 9 per cent to nearly 4.1 trillion cubic feet (see preceding graph). Alberta natural gas has now captured about 10 per cent of the American market. Recent pipeline additions, such as the Pacific Gas Transmission and Trans-Canada Pipelines Limited expansions will allow increased access to the growing American market.

Overall, faster economic growth in Canada and the U.S., growing natural gas use in electric generation, and increases in pipeline capacity are expected to lead to a further 6.5 per cent increase in natural gas sales in 1994.

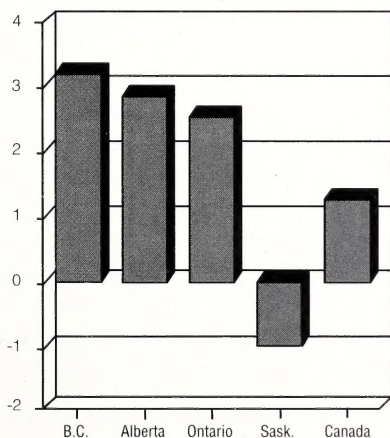
Employment in Alberta

The healthy state of the Alberta economy relative to the rest of Canada is evidenced by its unemployment rate, which has been lower than the national average since early 1991. Alberta's unadjusted unemployment rate for January 1994 was 9.3 per cent, the second lowest in Canada (behind Saskatchewan). Alberta's average unemployment rate for 1993 was 9.6 per cent — well below the national rate of 11.2 per cent. Alberta's unemployment rate is expected to average 9.1 per cent for 1994.

From December 1992 to December 1993, the Alberta economy created 35,400 jobs, resulting in an employment growth rate of 2.9 per cent, the second highest among provinces (British Columbia was first) — see graph. Alberta and B.C. accounted for more than 50 per cent of the total number of jobs created in Canada during this period.

This year, public sector spending cuts will somewhat dampen employment growth. The new jobs created in 1994 will be created mainly among smaller firms and in part-time positions.

1993 EMPLOYMENT CHANGE (per cent, Dec. 1992 to Dec. 1993)



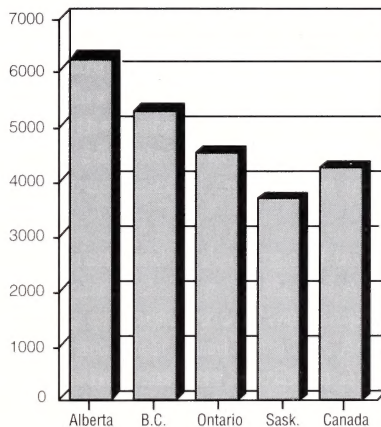
Source: Statistics Canada

Investment in Alberta

Alberta continues to enjoy the highest level of per capita investment among all the provinces (see graph), one-third more than the Canadian average. Over \$16.3 billion was invested in the province in 1993.

While 1994 is expected to bring continued growth in oil and gas, manufacturing and agriculture, investment activity may be somewhat lower, as fiscal restraint dampens growth. Yet overall, Alberta will continue to post economic growth that is higher than the national average.

1993 INVESTMENT PER CAPITA (in dollars)



Source: Statistics Canada

Investment in Alberta

Alberta continues to lead the country in retail sales per capita. In November 1993, the province had sales of \$667 per capita, 7 per cent higher than in B.C. and 15 per cent higher than the national average.

In 1993, Alberta retail sales are expected to have increased by 4.5 per cent. This was below the Canadian average of 5 per cent primarily as a result of a decline in grocery prices caused by intense competition. Retail sales for 1994 are expected to rise by 4.5 per cent.

NAIT & SAIT

Alberta's largest cities, Edmonton and Calgary, are both home to technical institutes.

NAIT

As one of Canada's foremost institutes of technical training, **Northern Alberta Institute of Technology (NAIT)** in Edmonton is a key instrument of economic development. For the past 31 years, NAIT has cultivated partnerships with business, industry, government and the public to ensure that Albertans have access to practical, career-oriented business, technological and trade education.

To ensure that NAIT curriculum always meets the real needs of the workplace, more than 700 leaders in business, industry and government serve on the Institute's 54 full-time program advisory committees. The excellence of NAIT programs is demonstrated through program validation and industry needs assessment studies conducted by NAIT and accreditations from professional and technical societies.

Currently, NAIT enrolls more than 7,200 students a year in 73 two-year diploma and one-year certificate programs. The range of programs includes: business and computers, engineering technologies, industrial technologies, environmental/laboratory technologies, and health sciences. The Institute also offers training in 20 apprenticeship trades and a variety of journeyman updating courses to some 7,100 Albertans annually. Through NAIT's Continuing Education Division, some 750 course offerings (97 per cent in career related training) and customized programs, keep business and professionals up-to-date on the latest advances and trends in their fields. In 1992/93, NAIT recorded almost 34,000 registrants in such part-time studies.

In addition to being a major provider of highly skilled workers, NAIT is an important resource for local entrepreneurs. NAIT's Office of Applied Research and Product Development helps businesses bridge the gap between pure research and commercialization, providing practical approaches to technical and business problems.

NAIT further aids business and industry to pursue technical improvements (eg. by designing specialized instructional materials through prototype and process design, development analysis and testing, computer software development assessment and market analysis). A talented and diversified faculty with extensive experience, combined with state-of-the-art facilities, gives NAIT the resources to work with companies.

NAIT is committed to its role in the economic future of Alberta and will continue to develop innovative partnerships and programming to meet the needs the community it serves.

For more information on NAIT, please call Public Affairs at NAIT at (403) 471-8414 or contact the Investment Matching Service of Alberta.

SAIT

Calgary's **Southern Alberta Institute of Technology (SAIT)** serves the technical training needs of southern Alberta. Its mission is to be an innovative organization, enabling people to compete successfully in the changing world of work by providing relevant, skill-oriented education. In cooperation with employers, SAIT develops programming for full-time students as well as custom courses for businesses.

SAIT offers 69 certificate and diploma programs in business, computer applications, engineering technologies, hospitality and tourism, health sciences and transportation. The Institute also provides training in 26 apprenticeship trades. Enrolment is 5,200 full-time students, 3,900 apprentices, and 24,000 part-time registrants.

The 1993 Graduate Employment results indicate that 93 per cent of graduates had found employment within six months of graduation. Of those employed, 81 per cent were working in a field related to their SAIT education.

A growing number of industry partnerships enhance SAIT's quality of education and training services for human resource development in the private and public sectors. The Institute is Western Canada's telecommunications training centre for Northern Telecom.

In 1993, SAIT opened its Wellsite Production Education Centre made possible by the generous support of over 170 corporate and individual sponsors. This is a fully operational oil and gas production facility. The recently opened CIBC Business Technology Centre provides a full range of services in the latest business application software. The Centre also provides custom seminars and courses to meet particular business requirements.

SAIT is developing its international training capability and works with many Calgary companies to develop and deliver training

at SAIT or overseas. The Institute is currently working with several companies to develop telecommunications programming for Thailand and energy production training for Russia.

For more information on SAIT, please call Communications and Development at SAIT at (403) 284-8074 or contact the Investment Matching Service of Alberta.

QC DATA

QC Data is an international company with worldwide headquarters in Calgary. The company was founded in 1977 with a simple mission: to provide the petroleum industry with the highest quality digital data capture at a competitive price.

QC Data has evolved its business and emerged as a contending force in the application of the latest data conversion technology for the GIS/AM/FM (geographic information systems/automated mapping/ facilities management) marketplace. Its extensive geographic presence and total data conversion revenues of more than \$150 million rank QC Data as one of the largest and most well-established companies of its kind. QC DATA has also, in recent years, rapidly expanded its data management and distribution services for geological and geographic information. QC Data's 400 employees offer their services worldwide from the following locations: Calgary, Canada; Denver, U.S.; Cork, Ireland; Houston, U.S.; Moscow, Russia; Guadalajara, Mexico; Nicosia, Cyprus; Rotterdam, Netherlands; Telford, England; and Beijing, China.

Services

QC Data provides services in four distinct functional areas of expertise worldwide:

■ **Data collection/conversion** – QC Data has been collecting, capturing, converting and managing both textual and geo-spatial (graphic) data for the petroleum industry since 1977. In 1987, QC Data began providing similar services to other sectors, including governments and large utility companies.

■ **Data management/maintenance** – QC Data maintains strong client relationships and assists clients with data related issues, which will develop into long term partnerships. Based on this philosophy, QC Data

has established the "Information Utility Model" which enhances accurate, effective data maintenance and management for its clients.

■ **Data distribution/marketing** – QC Data provides expertise to its clients in the distribution and marketing of data. The most cost effective method of optimizing the market value of client data and information is through the application of an Information Utility model.

■ **Data business solutions** – Significant experience and credibility have been established by creating and successfully implementing innovative approaches to new business development, business organizations and business models. This has been achieved by developing strategic alliances with technology vendors, cooperative and consortium relationships with industry, and investment and financial strategies.

To deliver these solutions, QC Data is organized into three core units: geo-data information utility and data management, conversion data services and petroleum data services.

QC Data's client list is diverse, ranging from large organizations, such as: Canadian Utilities Limited; Energy Mines and Resources; Transport Canada and Southern California Gas, to local agencies, like St. Catherines Hydro, West Ohio Gas and the State of Washington. It also includes multi-year contracts with U.S. West Communications, Georgia Power, Northern States Power, Arizona Public Service and U.S. Forest Service. This broad spectrum of experience enables QC Data to understand each client's unique requirements and apply the most appropriate mix of data management and/or conversion "skill-sets" to build a cost effective, customized program.

Current Projects

•CANOGGIS (Canadian Oil and Gas Geo Information System) — In mid-April 1994, QC Data announced the formation of Canada's largest oil and gas information bureau through its acquisition of Digitech Information Services Ltd., also of Calgary. The concept of a petroleum data "Information Utility" is the brainchild of QC Data and was first launched in 1992. Oil and gas companies' efforts to become more efficient and profitable have made the idea of pooling data and eliminating duplication increasingly attractive. By making more data available, and by making that data easily accessible, geoscientists can dedicate their time to the interpretation of data, rather than its collection.

CANOGGIS is the first Information Utility owned and operated by QC Data. By using joint sourcing, CANOGGIS and the Canadian oil and gas industry have reduced duplication in systems and delivery infrastructure, data collection and effort, data management, conversion and processing. The benefit of this approach is higher quality data which is more accurate, accessible, available and affordable to utility participants.

Mr. Michael Pfeiffer, President of QC Data announced that "the combination of these two successful homegrown Alberta companies will make Calgary the database networking hub for Canada's petroleum industry, and from there, the petroleum industry worldwide."

■ European Geographic Technologies (EGT) - EGT is a European Community Eureka sponsored project to create a digital navigable database of the road and highway system in Europe. At present, Phillips B.V. of the Netherlands leads the consortium, comprised of several companies that are participating in the project. QC Data is an equity-participant and partner, along with being the principal supplier of data conversion.

QC Data's Future

QC Data's vision is to become a world leader in providing "Spatial Data Business Solutions". Its mission is "to apply Geo-Data Systems technology worldwide, providing its clients with high value, high quality spatially related digital data. QC Data builds value through the application of creativity, superior personnel, technology and methodologies, while focusing on clients needs".

QC Data will continue to strive for its goal of assisting clients in making data more available, accessible, affordable and accurate. Already, QC Data has been able to achieve this goal for many of its clients through extensive data management experience and proprietary technology.

QC Data is a member of the Emergo Group of Companies, which includes Canadian Fracmaster Ltd., Zeeland Ltd., Acutec Well Logging Services of Houston and Maximum West Executive Retreat Centre.

For more information on QC Data, please contact the Investment Matching Service of Alberta.

COMPUTING DEVICES CANADA

In 1990, **Computing Devices Canada (CDC)**, a national defence contractor, chose Calgary as the headquarters for its *Communication Systems Division*. Over a year ago, CDC opened a new 113,000 square foot plant in northeast Calgary and commenced work on the first stages of a Department of National Defence (DND) contract for a new radio system, called "Iris".

The Calgary location fulfilled a federal government condition that the company *perform a significant amount of work in Western Canada in order to win a \$1.4 billion contract with DND*. Calgary was chosen over six other western Canadian locations because of its good transportation links, high technology base, and skilled workforce.

CDC's Employees

About 180 employees transferred from Ottawa to Calgary — an acceptance rate of roughly 75 per cent — with the new location of CDC's *Communication Systems Division*. About 100 employees have been hired locally and 40 more were in CDC's core team. That brings the total number of employees in Calgary to 320.

The vice president of CDC, Mr. David Scott, expects that number to rise to 400 by mid-1994. The company continues to recruit systems engineers and electrical designers with defence and communications backgrounds in Calgary and across the country.

The Iris Contract

"Iris" is a multi-band, information management system that is ruggedly designed to handle tactical communications between all forces: those on the ground, in vehicles and in command headquarters. Iris is replacing equipment from the 1970s that is costing more to maintain than to replace. The new system, which is smaller, lighter, faster and

more powerful, is critical as communications is vital for the armed forces.

When the Iris contract is complete (the target date is the year 2000), 7,000 different vehicles — from Jeeps to Leopard tanks — will be outfitted with the equipment.

Subcontracts for Local Companies

The value-added potential for the Calgary community is high. For example, **ACTC Technologies Inc.** of Calgary is working on the software program for Iris. ACTC's contract is valued at \$10 million and should be completed in 1996. At its peak, ACTC will employ about 30 people on the contract.

CDC and its Future

CDC is owned by Computing Devices International of Minneapolis, Minnesota, a division of the Ceridian Corporation. Computing Devices Canada accounts for 50 per cent of the parent company's revenues. In all of Canada, CDC has some 1,100 employees and expects to generate revenues of \$300 million in 1994.

CDC sees the Iris contract as a building block. Its next challenge is to find new opportunities. It plans on applying the expertise gained from the Iris project to other contracts in the United States and the United Kingdom.

For more information, contact Computing Devices Canada in Calgary or the Investment Matching Service of Alberta.

STEWART, WIER LAND DATA INC.

Stewart, Weir Land Data Group Inc., a member of the Stewart, Weir Group of surveying and engineering companies has been active in the mapping and land information disciplines throughout North America and worldwide since its incorporation in 1972. The company employs a comprehensive and technically sophisticated approach to the initial design, detailed acquisition and end-user application phases of geo-referenced land information with associated relational databases for the Mapping, GIS and AM/FM communities.

Stewart, Weir Land Data is structured around two, fully integrated production related entities: its operations group and its technical services group. These production groups are supported by marketing, administration and quality control functional groups.

■ The **Operations Group** specializes in providing products and services over three main divisions: the mapping/remote sensing division, the GIS/computer services division and the cartographic services division.

■ The **Technical Services Group** provides clients with a variety of consulting and R&D services in the areas of GIS and AM/FM projects, system hardware and software including specialized applications in software development, market development support, systems support, project methodology definition and specification development, technology/end-user production applications, and quality control systems development.

The company's combination of advanced, state-of-the-art equipment, sophisticated systems and software applications, and highly qualified staff of managers, engineers and technicians ensures a professional approach from product conception to final presentation. Some of the innovative technologies that enable the company to sustain a competitive advantage in the industry include the Scitex

Response 820 and the Vexel VX3000 scanner and plotting systems:

■ Stewart, Weir Land Data together with **Axion Spatial Imaging** (the "Group") are among the handful of companies in the world that offer large format high resolution document and image laser scanning and plotting services. This is possible through the Group's **Scitex Response 820** laser scanning and plotting system which is specially configured for cartographic, satellite imagery, airborne sensor and aerial photograph digital conversion and hardcopy output applications. The Response 820 scanning achieves input and output resolutions of up to 2,000 dots per inch.

■ The **Vexel VX3000** is a sophisticated transmissive film scanner which converts film images into digital form for use by computer programs. It is capable of scanning monochrome and color images at resolutions of between 158 to 3,000 dots per inch. Through this advanced technology, the Vexcel VX3000 brings high performance film scanning for digital image and digital ortho-photo applications to a larger section of users in a cost effective manner.

Future Directions: Stewart, Weir Land Data is actively seeking strategic partnerships with companies involved in complementary activities such as land use, environmental studies, natural resource, civil engineering, forestry, and oil and gas. The company is interested in expanding its market presence in the areas of the Pacific Rim, United States, Europe (East and West), Asia and the Middle East. Stewart, Weir Land Data will also support a strategic partnership that can bring expertise and new technology to its core business areas of geomatics and mapping.

For more information on Stewart, Weir Land Data Inc., please contact the Investment Matching Service of Alberta.

STRATEGIC ALLIANCES OPPORTUNITIES

**For more information on any strategic alliance opportunities, please contact
the Investment Matching Service of Alberta**

5201

Consulting Engineering - Environmental

Associated Engineering International Inc. is an employee-owned company offering consulting engineering services to clients in Canada and internationally. Its strengths are: water supply and treatment; waste treatment and disposal; solid waste management; transportation; urban development; and industrial services. With 250 employees and an interest in the Asian region, Associated is seeking joint ventures worldwide. The company may also be interested in taking an equity position in a corporation that would be strategic to Associated's future (eg. software).

5186

Canada's Honey Company

Bee Maid Honey Ltd. is Canada's largest honey company and the only company in Canada to market in all ten provinces, in addition to maintaining a network of agents and brokers worldwide. The Bee Maid Honey cooperative packages over 16 million pounds of honey annually; it generates \$20 million in revenues and employs 50 people. As the cooperative's main function is marketing, it is interested in developing new markets for new products that incorporate honey as a main ingredient. For example, Bee Maid is looking at a joint venture with a flour mill to produce dried honey. Bee Maid is also interested in a private labeling arrangement for honey and other consumable foods, like juice.

5188

Waste Treatment & Disposal

Caswan Environmental Services Ltd.

is an Alberta based company providing fully licensed, cost effective, on-site treatment and disposal for hazardous, non-hazardous and oilfield wastes using thermal distillation recovery (TDR) technology. Caswan's unique services include pre-project evaluations to determine the successful treatment and costs of waste management. Caswan is seeking alliances with companies to facilitate its entry into the new marketing areas (other provinces in Canada, the U.S. and abroad). Caswan is also interested in joint ventures involving its unique processes and services.

5207

Telecom Equipment

Circa Telecommunications Inc. is engaged in the manufacturing and distribution of telecommunication and related equipment. Operations began in Calgary in 1986 and, in 1990, a subsidiary was opened in Florida. Circa's main products are: building entrance terminals, surge protection modules, custom designed telecommunications parts, and station protection. With \$6 million to \$7 million in revenues, 50 employees and good potential for growth, Circa is interested in accessing the European market. Circa's potential partner would be very active in the European market and seeking a new technology in surge protection or other North American technology.

5191**Environmental and Waste Management**

BOVAR-Concord Environmental Services, a division of BOVAR Inc., is one of Canada's leading environmental and waste management companies. BOVAR-Concord has over 35 years of experience in providing environmental consulting and technical services. The company has penetrated many geographic markets and serves a full spectrum of industries with its services and products. BOVAR-Concord continues to seek greater exposure of its corporate capabilities in new market and, therefore, is interested in exploring relations with (a) firm(s) that may assist BOVAR-Concord in entering new markets worldwide.

5193**Custom Metal Products**

Demers Metfab Inc. is a Calgary based manufacturer of a broad range of custom metal products. Originally established in 1943, its current focus is the provision of quality, custom metal fabrication services. Demers is proactive in the development of new products, such as its ENVIRO-LOK™ environmental containment solutions. These hazardous waste storage buildings, safety shelters and safety pallets are designed to expand Demers presence in the environmental market. Demers is interested in forming alliances with firms requiring custom metal fabrication. The company is also seeking to expand the development of proprietary products.

5204**Quality Tape Products**

Since 1984, **Talon Tapes** has been a Canadian manufacturer of quality tape products. At present, it manufactures cloth hockey stick tape, polyethylene sock tape, trainer/athletic tapes, as well as pipe line tapes. With 17 to 25 employees, this Edmonton company is seeking an alliance with companies that are interested in marketing/selling its product line. It is specifically looking for distributors for its medical tape line in the United States and internationally. Talon is also interested in manufacturing non-traditional products.

5159**Primary Cementing Equipment**

Top-Co Industries Ltd. of Edmonton is a manufacturer of primary cementing equipment and casing accessories. The company uses leading edge technologies in the manufacture, testing and inspection of all products. Top-Co is interested in joint ventures and/or marketing arrangements with strategic partners.

5181**Laboratory Services**

Founded in 1985, **Norwest Labs** provides a variety of laboratory services to the agri-food and environmental sectors throughout Western Canada. Its expertise encompasses the areas of analytical chemistry, biotoxicity and bioassays, microbiology, physical chemistry, soil science, animal nutrition, agronomy, and biochemistry. Labs are located in Edmonton, Calgary, Lethbridge,

Winnipeg, and Vancouver. Norwest is seeking to form strategic alliances that will expand its operations in the development of new market areas as well as new products and services.

5182
Telecom Research Consortium

TRLabs is a telecommunications research consortium that was formed in 1986 and is now comprised of over 30 sponsors from industry, university and government. TRLabs operates three research laboratories in Western Canada. Its five research focuses are: network access; networks and systems; photonics and fibre optics; wireless communication; and data networking and related software. TRLabs is interested in forming alliances with companies and institutions in the telecom and high technology industries that are interested in the TRLabs's disciplines. Licensing agreements are sought that would give companies access to TRLabs' expertise.

5185
Native and Inuit Arts & Crafts

Native Art of Canada Inc. (NAC) was incorporated in 1992 to market Canadian Native and Inuit arts and crafts. NAC has two operating divisions: a retail and wholesale outlet, featuring a sampling of works by some 40 native artists and 30 Inuit stone carvers; and designs by NA-KISKA, a wholesale manufacturing operation of Canadian and Native theme ceramics (eg. jewelry and vases). Native Art wishes to establish alliances to create an international wholesale entity. NAC is looking at a joint venture or simple distribution arrangement.

Primary U.S. target markets are New York, Chicago, the Pacific Northwest, Los Angeles and the Southwest.

5184
**Environmental Management
Company in Mexico**

Sphag Sorb de Mexico Inc. is an environmental management company located in Puerto Vallarta, Mexico and Edmonton, Canada. It was incorporated in 1992 as a subsidiary of Lakeland Peat Moss Ltd. to market and distribute the "Sphag Sorb" line of products — hydrocarbon absorbents, spill containment booms, and microbe nutrients — and services — a fully equipped analytical lab and a mobile lab — in Mexico. The company is seeking strategic alliances with Mexican companies for the distribution and marketing of its products and bioremediation services.

5195
**Power Generation Facility
Services**

ADCO Power Contractors Ltd. is an electrical/mechanical firm based in Edmonton, that specializes in remote locations (eg. Northern Canada or other isolated areas). Since its inception in 1982, its scope of operations has expanded to include the design, assembly, fabrication, installation, testing and maintenance of conventionally-fuelled power generation projects ranging from 250 kilowatts to 10 megawatts. ADCO also specializes in the refitting or relocation of existing power facilities. The firm is interested in joint ventures and/or equity participation for diesel power generating facilities in Canada and Central/South America.

5037

Engineering and Related Services

Computer Sciences Canada Inc. (CSC)

offers engineering, integrated logistics support and program management professional services. It has operations in Edmonton, Ottawa and Calgary, employing 60 people across the country and generating total annual revenues of \$8 million. The Edmonton operation maintains capability in all three business areas but concentrates on automatic test equipment support, small systems design and integration, and project management support for defence customers. CSC is interested in establishing relations with firms that are in similar or complementary areas. Potential relationships may involve the formation of strategic teams for identification and implementation of specific projects.

5199

**Frontier Technology -
Environment & Computers**

DtechT International Inc. is a Calgary company specializing in frontier technological fields. The projects it undertakes require a unique combination of expertise in computers, environmental law and intelligence/investigations. DtechT is seeking strategic relationships with companies, agencies, etc. that regularly deal with corporate liability issues. The main focus of the liability would be environmental. Those offering foreign investment opportunities, law firms and banking institutions outside the Canadian Bankers' Association would benefit the most.

5200

Container Manufacturer

Great Western Containers Inc. is an Edmonton-based manufacturing and service company with about 110 employees

and locations in Edmonton, Calgary, Vancouver, Regina and Winnipeg. Products and services offered are: drum reconditioning and disposal; overpack drums; new or reconditioned steel or poly drums; plastic or steel pails; and metal cans. Great West Containers is interested in all types of strategic alliances.

5203

**Analytical and Consulting
Services Lab**

Incorporated in Alberta in 1982, **Enviro-Test Laboratories** is an accredited laboratory specializing in analytical and consulting services. The company possesses highly qualified professional, technical and support staff that are experienced in a wide range of laboratory services. Enviro-Test is seeking strategic alliances with partners requiring specialized laboratory analysis. In particular, the company is interested in establishing partnerships with firms operating in the environmental industry, or in related businesses that have a significant environmental impact, such as the pulp and paper industry.

5215

**Multi-disciplinary Technical
Services**

RAM Technical Services Ltd. is a multi-disciplinary Canadian company providing specialized technical services to the oil and gas, petrochemical and other associated industries. RAM's services involve areas like contract maintenance, plant and process operations, plant engineering and overall facility services. RAM's main objective is to grow in the international marketplace. It has secured work in Canada, the Middle East, North and South Africa and South America.

5041

**Medical Rehabilitation
Engineering**

Specializing in medical rehabilitation engineering, **Biomech Design Ltd.** offers professional mechanical and electrical engineering consulting services, along with the procurement and design for Original Equipment Manufacturing applications. Biomech has designed and now markets a Quadstim™, a muscle stimulator to assist paraplegics in walking as well as a computerized artificial leg for amputees. Biomech is looking for technology marketing partners outside of North America and Europe where agreements already exist.

5016

Software Development Centre

Hewlett-Packard (Canada) Ltd. is a wholly-owned subsidiary of the Hewlett-Packard (HP) company. The HP Calgary Product Development Center was established in 1986 to develop, market and produce software for industrial automation systems for worldwide distribution. Its product, RTAP/Plus, is fully compatible with open standards and assists the value-added and end-user customers in accelerating the development of new systems. The center is interested in developing and increasing sales worldwide.

5090

Coupling Manufacturer

Hiltap Fittings Ltd. is an experienced manufacturer of couplings that have applications in the oil and gas, petrochemical, pulp and paper, and other industries. The couplings offer metal to metal sealing, low torque installation, ultra low leak rates and operation at extreme temperatures. The

company engages in the metallurgical pressure/temperature and cryogenic research and development. Hiltap is interested in various strategic alliance prospects, such as joint ventures, licensing agreements, and technology transfer.

5205

**Roll Formed Steel
Manufacturer**

Canadian Steel Manufacturing (CSM), a division of British Steel Canada since 1990, was originally established in Edmonton in 1967 and has offices across Canada, employing 70 people. CSM has become one of the leading manufacturers of roll formed steel studs, track, lath, trims and drywall accessories for the construction industry. Its products are used in interior partitioning and finishing and exterior applications on commercial, residential, industrial and retail projects. CSM is interested in furthering developing export markets for its products, especially its Bluenose paper/metal drywall trims.

5111

**Mechanical and Electrical
Engineering**

Hemisphere Engineering Inc., established in 1957 and now employing 60 people, provides professional mechanical and electrical engineering services. It serves a broad international client base which includes Eastern Europe, the Middle East and Asia. Its experience covers medical, educational, institutional, commercial and light industrial projects. It seeks a strategic partnership that would allow both companies to expand their markets. Hemisphere is also interested in entering into a reciprocal arrangement with an engineering company in another region that could help either party to fulfill local content requirements.

The following Alberta investment opportunities are seeking \$1 million or more:

678

Fingerprinted - "Smart Cards"

Established in 1988, this Edmonton Company is in the business of security and fraud prevention. The company has developed a patented, secure verification system using a combination of biometrics and "smart card" technology. This sophisticated system of personal identification has a wide variety of applications where high security or fraud protection is of prime importance, from computer network access control to banking or other credit/debit card systems. Over \$1 million from various sources has been committed to date, however the company is now seeking to raise a further \$2 million in equity capital, required to finalize technical development and commercialize the product on a world-wide basis.

724

Pharmaceutical Products

This Calgary company, incorporated in 1987, is an emerging pharmaceutical firm that is listed on the Alberta Stock Exchange. Four years have been invested in the research and development of its products. It is ready to market two types of spray-on bandages (one for human use, the other for veterinary use) and a topical acne medicine. Treatments for Herpes I and II are in the final stages of approval, and a medication for psoriasis is being clinically tested. The company requires up

752

Contaminated Soil Recycling

This Calgary based company, incorporated in 1990, was established to perform environmental clean-up of sites containing hydrocarbon contaminated soils. The technology used is a thermal desorption process which has been in commercial use in Eastern Canada and the U. S. for a number of years. A permit has been obtained to operate a soil recycling plant in Ontario, Alberta, and British Columbia. The president has 25 years experience as president and CEO of an established site remediation company. \$1.2 million has been contributed to date, \$3.2 million is required to fully launch the venture and minimum investments of \$250,000 will be considered.

780

Reversible/Variable Pitch Fan

This Edmonton company, incorporated in 1988, manufactures and markets a line of fan products to service the heavy equipment market. Patents are pending in Canada, the U.S., Japan, Europe and Brazil. Equipment operators can manually slow or reverse air flow, and clean clogged radiators, without shutting down. The system can also be set to function automatically. A comprehensive marketing agreement has been reached with Caterpillar Inc. of Peoria, Illinois. Equity of \$1.5 million is required for continuing development, inventory and working capital. Licensing agreements will also be considered for Asia, Europe and South America.

791**Wastewater Turnkey Systems**

This Calgary company, incorporated in 1985, specializes in designing, fabricating, and installing customized industrial wastewater, water, and sewage treatment systems. It has installed major turnkey wastewater plants in Canada, the U.S., and Malaysia, plus numerous smaller projects, pilot plants and engineering works. The client base includes: Texas Instruments, Proctor and Gamble, Pepsi Canada, Johnson and Johnson and the Perrier Group of America. A further investment of \$1.5 million is being sought to internally finance projects.

841**Rail Road Car Refurbishing**

This Calgary company incorporated in 1991 to provide railcar refurbishing services for large transportation companies such as ACF, GEON (formerly BF Goodrich), Dow and Home Oil. It provides services for the re-building, repair coating, and lining of freight cars. The company has already achieved profitability and now wishes to expand its company awareness in the U.S. and Canada, establish its reputation as a quality customer service oriented shop, and develop a loyal, long-term customer base. The company is seeking investment capital of \$3 million to become more competitive by reducing debt.

858**Licorice Flavoured Soft Drink**

This Edmonton company, incorporated in 1992, has recently completed the introduction of a new line of soft drink flavours. The carbonated beverages are licorice flavoured and have been

test marketed in Western Canada. The company is now ready to expand to the rest of Canada and then into the U.S. The product will be able to create a lucrative niche for itself within the North American soft drink marketplace. An equity investment of \$1.5 million is required to expand the marketing campaign and increase manufacturing and production facilities for the product.

866**Cattle Feed Processor**

This company, incorporated in 1953, is located in Wetaskiwin, 35 miles south of Edmonton. It is a successful distributor of short line farm equipment. It recently developed and is manufacturing a vertical Cutter/Mixer/Feeder (CMF). The CMF cuts, mixes and dispenses Total Mixed Rations (TMRs) to cattle. It is more efficient than any similar equipment currently available. The target market is beef and dairy producers in North America. Distribution networks are in place in Western Canada and the southern U.S. Equity of \$2 million is required for marketing and R & D. Minimum investments of \$500,000 will be accepted.

887**Efficient Fluorescent Lighting**

This Edmonton company, incorporated in 1987, manufactures and distributes a power reducer and a range of sinusoidal electronic ballasts for fluorescent lighting systems. A programmable controller for industrial battery chargers is also being marketed. The company has an order backlog of in excess of \$2.5 million. The company has recently established a cooperative manufacturing facility in Ontario. \$1 million equity invest-

ment or a combination of equity/debt is being sought. The funds will be used for working capital in the commercialization of the products.

UPDATE

986

Environmentally Compliant Thermoplastic Powder Coatings

This award winning Calgary company, incorporated in 1987, has developed the equipment and materials to apply thermoplastic protective coatings to a variety of surfaces in field or shop applications. The company completed the product research and development in late 1991 and started commercial operations in early 1992. The company has been chosen by the U.S. Air Force as its supplier worldwide. Testing is underway at selected bases which is expected to lead to full scale implementation of the systems by mid 1994. Equity of \$2 million is required over the next two years to set up distributorships throughout the U.S. and Canada and to retire existing debt.

1007

Petroleum Software Developer

This Calgary company, established in 1986, develops software applications for the oil and gas industries. Product lines include: a lease and contacts management system, an oil/gas well database, and a production history database. It has also acquired the marketing rights for a geographical information system to link data bases with users. Most clients are processing data on aging mainframes and outsourcing these functions. Annual market potential for the service is estimated to be \$150 million. Equity of \$3 million is being sought to accommodate the companies projected expansion plan.

1108

Computerized Prosthetics/Orthotics

This Calgary company was incorporated in 1990 to develop and market computer aided design and to manufacture prosthetic and orthotic devices. With their own resources and \$2 million from medically related foundations, the company has successfully developed a new system. It uses a laser camera, computer technology and a milling machine to produce exact fitting prostheses and orthoses. The North American market for below-knee prostheses is estimated to be worth over \$159 million. Equity of \$3 million is required and minimum investments of \$500,000 will be considered.

1128

Retail Golf Chain

Incorporated in 1984, this Calgary company has established itself as the largest independently owned golf retailer in Western Canada. To maintain its competitive advantage, it provides a wider selection of product than competitors and offers seasonable prices with superior service. The company is profitable and annual sales in 1992 were \$3.3 million. Five of the six company managers have been with the firm since its inception. An investment of \$1 million is being sought; half equity and half debt and a 49 percent interest is being offered.

NEW

1196

Business Forms Manufacturer

Founded in 1971, this Edmonton company is one of Western Canada's leading manufacturers and wholesalers of business forms. The company has

found its niche by successfully serving the small to medium sized trade customer with an extensive product line. The majority owner is interested in divesting part or all of the company to a qualified investor or group of investors. The company also requires capital to pursue an expansion into the rest of Canada and possibly into the U.S. To achieve these goals an investment of \$4 million is being sought.

649

Electro Optics Company

This Calgary company, has done electro optics contracting and research and development since its establishment in 1979. The company has invested \$1 million in the development of a remote sensing instrument which is the most advanced unit of its type in existence. The new product is poised to capture a significant share of a \$60 million market. The company is seeking an investment of up to \$1 million from one or more investors for expansion.

702

Flat-Proof Bicycle Tires

In 1989 this Calgary company started to manufacture and market a bicycle tire which is totally puncture-proof, can never lose air, has no valve stem, requires no maintenance and provides a soft, air-cushioned ride. The company is interested in sourcing \$1 million of investment capital to expand its operations and take the project to the next level. The company is interested in investors, a joint venture and/or technology transfer with a licensing agreement from parties capable of manufacturing the product.

827

Drug Store Chain Expansion

This Calgary drug store chain has been in operation since 1976, specializing in consumer pharmaceutical and general store sales. The individual stores, which vary in size from 3,000 to 44,000 square feet, carry all drug store needs: prescription drugs, over the counter drugs, cards, toys, cosmetics, a variety of seasonal and sundry items and a post office. The current annual marketing budget of \$400,000 is primarily concentrated in newspaper and radio ads, household flyers and in-store promotions. Present returns on equity vary from 20 to 35 percent annually. The company is seeking new equity of \$1 million to allow for further expansion.

838

Oil and Gas Development

This Calgary oil and gas exploration, development and production company commenced operations in 1987. Its acquisition efforts have been directed at quality gas and oil reserves in areas of Alberta and British Columbia, which hold potential for the creation of added value through further development and from improved marketing arrangements of existing reserves. Existing oil and gas assets were purchased for \$13.5 million and have been evaluated by independent consultants to have a value exceeding \$20 million (20 percent discounted cash flow on proven properties). The company is seeking \$5 million in new equity and will entertain minimum investments of \$135,000.

856

Specialized Oil Geological Services

This Calgary joint venture company was formed in 1991 to provide highly specialized geological services primarily to

Alberta-based oil and gas enhanced productivity efforts, underway in the Confederation of Independent States. The company will also initiate a revolutionary process of training Russian technicians in western methods, providing companies with on-site exploration expertise. The principals have a well developed client list established from supplying this information to other oil companies. The company is seeking \$1 million, to purchase specialized computer equipment and to provide working capital for the joint venture.

UPDATE
880

Auto/Recreation Battery Manufacturer

This Calgary company has successfully marketed its own brand name batteries to automotive, commercial, and recreational markets in Western Canada since 1988. It has now formed a strategic alliance with major Canadian corporation to manufacture its own line of lead-acid batteries. The batteries will be aimed at the auto, truck, tractor, and recreation vehicle replacement markets in Western Canada and the northwestern U. S. In the marketing area of southern Alberta, 3.8 million batteries are replaced each year. The new plant will produce 750,000 units or 20 percent of the target market. Equity of \$1.5 million is being sought for equipment, leasehold improvements, and working capital.

899

Wire Mesh Concrete Reinforcement

This Calgary company, incorporated in 1953, manufactures a wire mesh which is used to reinforce concrete structures. It has proven to be aggressive, knowledgeable, innovative and adaptable in keeping abreast of changes in the construction industry. The company has

903

Metal Enclosure Manufacturer

This Edmonton company, incorporated in 1970, is a precision manufacturer of metal enclosures and packaging for the telecommunications, electronics and electric utility industries. It uses steel and aluminum sheet metal to make cabinets, piece parts and other components. In some cases, electronic components, systems and harnesses are installed in the completed cabinets resulting in finished products ready for on-site installation. The company is looking for an investment of \$1.5 million. The capital will be used to expand operations by acquiring manufacturing plants in other geographic locations.

915

Indoor Golf Driving Ranges

This Calgary company, incorporated in 1991, constructs and operates indoor golf driving ranges and shelters. The shelters are full flight, climate controlled golf domes. Two facilities are currently operating in Alberta and others are being built in Saskatoon and Toronto. Return on investment in the Calgary operation has ranged between 30 and 40 percent. Equity of \$5 million is sought to retire debt, develop and acquire additional indoor and outdoor driving ranges, and to increase working capital. Minimum equity of \$100,000 will be considered from individuals wishing to develop golf shelters in Canadian cities on a joint venture basis.

938**Natural Food Extracts**

This Edmonton company produces natural extracts for use in the food, flavour, cosmetic and pharmaceutical industries. The company uses the "Super Critical Fluid" (SCF) extraction method to produce its products. This process has its origins in the oil and gas industry for hydrocarbon upgrading. The company's founders recognized that this process had the potential to produce chemical free, natural food ingredients. An equity investment of \$3 million is necessary to complete financing of a new, larger plant. A minimum of \$500,000 per investor is required.

**UPDATE/
1015****Salad Produce - Year Round**

Established in 1981, this Bow Valley company grows crops for salads, flavours, and medicines year round using low volumes of purified fresh water, and newly designed greenhouses. The company is the first in Western Canada to successfully install all-season facilities that are capable of growing up to twelve crops annually. Over the past four years, a successful demonstration project has been undertaken, funded through the assistance of both the federal and provincial governments. The company is now looking for investors who are interested in establishing operating locations throughout the world. Investments of approximately \$1 million will qualify for one of the company's profitable turnkey factory packages.

UPDATE**951****Environmental Management Services**

Incorporated in Calgary in 1984, this Calgary firm provides environmental management services to industry and government. To date, the company has over 500 completed projects providing leading edge technologies in the areas of waste removal and recycling, site remediation/restoration, and biodegradable waste reduction. Its strategic plan is to fully penetrate three key regions in the U. S., the west coast, the gulf coast, and the eastern seaboard. Expansion capital of \$3 million is required and minimum increments of \$1 million will be considered.

**UPDATE/
1081****Wireless Computer Network System**

This Calgary company was incorporated in 1992 to commercialize a family of wireless local area network (LAN) products on an international scale. The PC based product line provides wireless transmission of data between nodes on a LAN. The competitive advantages over other wireless systems are speed and security. It is estimated that by 1995, there will be 55 million PC's connected to LANs and analysts estimate

1004**Value Added Wood Products**

Incorporated in 1988, as a conventional sawmill, this Edmonton area company has initiated plans to build a manufacturing plant for the production of value added wood products. Using their revolutionary, cost efficient production techniques, the company will manufacture

that between 40,000 and 500,000 desktops will have wireless workstations. \$2 million has been invested and \$4.5 million additional funds are required to build business infrastructure, launch the product, develop a dealer network, and supply working capital.

1094

Home Education Program

This Edmonton company, incorporated in 1993, has been established to market specialized educational software (grades one through 12). It has been designed to address a growing demand for a comprehensive, quality program for individualized home study. Audiovisual and interactive computer capabilities are combined, using activity kits, including traditional academic courses as well as music, sports and social development. The company requires \$1.5 million in equity and/or debt financing to complete product development, for inventory and to launch the product in Canadian and U.S. markets.

1113

Automotive Repair Financing

This Red Deer company was formed in 1993 to provide contract financing for automotive repairs. The finance plan will be offered to the public through a select group of automotive repairers who are members of ARA, AMA, or BCAA approved shops. Initially 8,000 eligible shops in Alberta and British Columbia will be targeted but eventually the program will be franchised. The principal has related experience in both financing and vehicle leasing. Total equity of \$3 million is required to complete the concept, but the project can be developed in increments of \$250,000.

1122

Wood Polymer Composite

This Calgary company, incorporated in 1990, has secured the North American rights to wood polymer composite (WPC) technology developed in Italy. The WPC technology involves the impregnation of wood with resins which harden within the wood's cell structure, resulting in an aesthetically pleasing product several times harder than the original wood. The company will apply the technology to the western Canadian flooring market using various soft wood species. Equity of \$2 million is required to construct a wood polymer plant. The company is also willing to license the technology in other marketing areas.

1129

Metal Coating Products

Incorporated in 1993, this Edmonton company is involved in the development and application of high quality metal coatings for use in the military, food and automotive industries. Included in the company's product line are two licensed brand name coatings, developed and patented by a leading U.S. firm. The company is seeking to establish a coating facility in central Alberta, to bring their own, proprietary coating products to the western Canadian marketplace. Up to \$8 million is required, in a combination of debt or equity, to finance the start-up.

1145

Gold Mining

This Edmonton company, incorporated in 1979, is involved in the acquisition, exploration and development of mineral claims. The company's principal operations are a group of mineral claims com-

prising almost 800 acres in Manitoba. The company's extensive surface and underground sampling has determined the existence of approximately 504,000 tons of proven reserves, grading an average of 0.403 ounces of gold per ton. The company is seeking to raise \$1 million of equity capital to continue development of the mining operations.

663

Electronic Safety

This Calgary company, incorporated in 1988, markets turnkey security/environmental system packages. These wireless state-of-the-art systems provide 24 hour central monitoring for intrusion, fire, medical alert, and other perils. An investment of \$1.25 million is being sought. Funds will be utilized to purchase equipment which, upon installation, will provide revenues for further expansion.

NEW
1184

Motorsport Racing Facility

This Edmonton company, incorporated in 1990, has built an international scale motorsports raceway in a noise protected area just south of the city. It will eventually provide a multi-purpose, year-round motorsports and entertainment facility. To date, it includes a 3/8 mile clay oval and a drag racing venue. A 2.7 kilometre road course has been started. Equity in the amount of \$2.5 million is required to complete the road course and other capital improvements, and to retire company debt. Up to 60 percent of the shares will be available to investors, and minimum units of \$250,000 are requested.

850

Drill Bit Manufacturer

This Red Deer company, formed in 1992, is planning to manufacture a limited line of down hole drill bits consisting of 4 1/2" and 4 3/4" sizes. The bits are primarily for use by the oil, mining, water and construction industries. Currently, there are no Canadian manufacturers and the major U.S. firms are not focusing on these smaller sizes. Based on the current demand for standard drill bits, the company is looking for an investment of \$2 million to begin manufacturing.

UPDATE
558

Specialty Cruise Agency

This Edmonton company, incorporated in 1981, designs and markets specialty cruise holidays on a wholesale basis to other retail travel agents. The company is looking at a new concept to increase its activity in the slower summer months, namely barge cruises on Alberta rivers, similar to canal cruises in England and France. The company is seeking an equity investment of up to \$1 million to be used for marina development (and related amenities). Individual investors would purchase the vessels, while the company would manage and operate the marina and rental of the barges.

UPDATE
945

Charter Airline

This start-up Edmonton company wishes to establish itself as a charter airline which provides direct, same-plane service between major Canadian cities and major cities in Eastern Europe. Passengers and cargo would be transported on wide-bodied Lockheed L-1011 aircraft that would be purchased from a major airline. The company estimates that \$10 million will be required to start up the airline. Of this, \$8 million will have to be equity.

1028**Commercial Building Developer**

This company, located 130 miles north-east of Edmonton, commenced operations in 1990 to develop, build and own junior department stores for a major Canadian chain. The buildings range from 7,500 sq. ft. to 10,000 sq. ft. The interiors are finished to specification and leased on a 15 to 20 year lease, triple net to the department store chain. The company has three stores in inventory which it wants to sell for \$1.985 million. The net proceeds will be used to construct and lease additional stores.

1037**Premium Beer Brewery**

This Canmore company, started in 1993, is establishing a brewery to produce high quality beers for the Bow Valley, Mountain Parks, and adjacent markets of Alberta. A German style pilsner, a pale ale, and a 2.5 percent alcohol light beer will be marketed. The proposed plant will initially produce 950 hectolitres of beer in kegs and 2,600 hectolitres in packaged products per year. Plant capacity of 10,000 hectolitres and the financial break even are projected to be reached in 1995. Total start-up costs are \$1.2 million, and minimum investments of \$100,000 will be considered.

1063**Mobile Dehydration Unit**

Located near Edmonton this company, incorporated in 1992, has acquired the license and manufacturing rights from a German firm for a dehydration device exploiting a patented radiant heat process for removing water from

solid/water mixtures, such as municipal and industrial applications. The device is mobile, compact, easily cleaned and maintained. It can be adapted to a variety of uses, particularly treated sewage, pulp and tar sands. Equity of up to \$6 million is required for continued research and product development and for market expansion.

1071**Mobile Vehicle Shell**

This Lethbridge company is being formed to develop and to assemble luxury motorcoaches. The uniquely designed motorhome shells will be constructed from carbon fibre compounds which are five times stronger and less than half the weight of steel. The company's target market is high profile customers who are looking for luxury and prestige, such as large corporations, entertainers, luxury tour operators, and luxury motorhome owners. The company now requires \$5 million in seed capital to assemble and to demonstrate the prototype in North America and commence marketing and sales.

1111**Trout/Salmon Fish Hatchery**

This company, located near Lethbridge, started production of fingerling for private stocking ponds and food fish for retail markets in 1993. Its main products will be Kokanee Salmon and Rainbow Trout for food; and Rainbow, Brown, and Brook Trout for stocking. The current market in North America for trout is 55.8 million pounds and approximately 250 million pounds of salmon. Total sales are expected to be \$24 million by 1997. Equity of \$10 million is being sought, primarily to develop the facilities; common shares are being offered.

1121**Pipeline Leak Detection**

This Calgary company was incorporated in 1993 for the purpose of applying new technologies in the area of pipeline integrity management. The company has acquired the Canadian rights to a reliable, cost effective pipeline leak detection system. The system involves injecting a patented, chemical odorant into the pipeline, which is then detectable at almost immeasurable levels at minute leak locations by trained labrador dogs. The company is soliciting equity investment of \$2 million to enable the company to purchase the worldwide technology license and commercialize the product internationally.

NEW
1222

Oil and Gas Acquisition and Development

This Edmonton company has been established as a joint venture for the purpose of building a sizeable oil and gas company involved in the acquisition, exploration and development of energy reserves in Western Canada. The company has identified two producing oil projects in Alberta which appear to be attractive initial acquisition targets for the business, and is seeking start-up equity capital in the amount of U.S. \$5 million to finance the acquisition and operation these and similar properties. The company is prepared to offer investors up to a 35 percent equity position.

1123**Indoor/Outdoor Recreational Park**

Incorporated in 1993, this Edmonton company has been formed for the purpose of developing and operating a year round, indoor/outdoor recreational park in the south end of the city. The company will offer a wider variety of attractions at a single location than any other facility in the area, promoting family entertainment at an affordable price. The proposed facilities include a miniature race track, miniature golf, skateboard bowl, rodeo, paintball area, camping facilities and more. The company is attempting to raise \$1.5 million in equity to help finance the venture.

1132**Transport Administration**

This Edmonton company was formed in 1984 to establish a North American computerized information system for the trucking industry. The proposed service



**VOLUME 4
NUMBER 2**

I N V E S T M E N T

N E W S

Alberta
ECONOMIC DEVELOPMENT
AND TOURISM

Investment News

BETA WELL SERVICE IN SIBERIA

Beta Well Service Inc. of Calgary is expanding into an integrated energy company. In early January 1994, the company announced its plans to buy into two joint venture oil production projects — one in Komi region of Russia (near the Arctic Circle) and the other in the Kazakstan republic. The Komi project has been in operation since 1993, while the Kazakstan project has not yet commenced operations. Each joint venture deal lasts 25 years and calls for a 50-50 partnership with a local production company.

Beta has made its reputation by providing well work-over services, restoring production at dormant wells, and increasing production at under-performing wells.

COMPUTING SCIENCES CANADA OPENS SECOND OPERATION IN ALBERTA

Computing Sciences Canada Inc., formerly Atlantic Research Canada, opened a new facility in Calgary in late April 1994. This Ottawa-based information technology company already has a staff of 26 working in Calgary on a subcontract with Computing Devices Canada. Computing Sciences expects employment to peak at between 50 and 60 for work on the Department of National Defence's Iris radio system contract. In the long term, the company aims to win other contracts and to expand its Alberta business. Computing Sciences specializes in

business re-engineering and consulting, systems development and integration, and technology management and systems operation. A subsidiary in Edmonton has been in operation since 1987.

DU PONT'S NEW POLYETHYLENE PLANT

In early March 1994, **Du Pont Canada** unveiled plans for a proposed \$45 million polyethylene-based production plant. Preliminary estimates for the plant, which may begin construction in the fall of 1994, put employment at 45 full time people.

The plans call for ethylene to be piped sent through a process to become polyethylene fibres, which are then processed similarly to wood pulp into three-quarter inch boards. The boards serve as raw material for manufacturers to use in a variety of products, including filters, absorbents for diapers, building insulation, roofing tiles, and polyweave product labels.

NOVATEL SELLS PHONE ASSETS TO JAPAN RADIO

In early April, 1994, **Novatel Communications Ltd.** announced that it has sold its hand-held and car-phone manufacturing and distribution facilities to **Japan Radio Co.** of Tokyo. Novatel's core business activity will be to refine and develop new products at its Calgary plant, focusing on: wireless access communication systems; global positioning systems; and personal communications products. The company will retain the Novatel name.

JRC Canada Inc., Japan Radio's wholly owned subsidiary, will takeover Novatel's Lethbridge plant and Texas marketing facilities. The company says its will maintain current employment levels in Lethbridge and possibly add 70 to 100 jobs. JRC, the manufacturer of Novatel's hand-held phone, wanted a foothold in the North American market.

PCL CONSTRUCTORS LTD. GOES GLOBAL

Edmonton's mega-builder, **PCL Constructors Ltd.**, is further cementing its position as one of the **world's leading engineering and construction firms**. With over 200 significant projects completed in North America in 1993 and with a construction volume of \$1.6 billion, PCL is easily the largest builder in Canada. In 1992, PCL was ranked as the 26th largest contractor in North America. Its mega-projects have included West Edmonton Mall, Vancouver's Pan Pacific Hotel and the Mall of America in Minnesota. In February 1994, PCL was negotiating with a real estate company in Shanghai for the construction of the towering \$140 million Shanghai Stock Exchange. Meanwhile, PCL's American subsidiary is performing some reconstructive work on Arizona's Hoover Dam.

Much of PCL's success can be attributed to its construction management technique; PCL allows the design and construction of most projects to proceed almost simultaneously. The company completes most projects months ahead of schedule. PCL is 100 per cent owned by over 600 employees. In total, it employs over 4,000 people.

STANLEY TECHNOLOGY GROUP GOES PUBLIC

On March 30, 1994, 5.9 million shares of **Stanley Technology Group Inc.**, an Edmonton-based engineering firm, began trading on the Toronto Stock Exchange. Included in that total are 2.7 million shares from its fully subscribed initial public offering at \$11 per share.

Going public is a way for the company to raise capital for the pursuit of bigger, more lucrative contracts. For example, Stanley is pursuing a number of opportunities in China. In the fall of 1993, through a joint venture with another Edmonton engineering company, **Lockerbie and Hole Co. Ltd.**, Stanley announced that it had landed a \$6.8 million deal to design and build a water treatment plant in China.

TELECOMMUNICATIONS SUPERHIGHWAY FOR ALBERTA

A fibre-optic superhighway stretching from the Canada/U.S. border through Calgary to Edmonton will begin service in late 1994. Joint venture (50/50) partners, **TransAlta Utilities Corp.** and **Northridge Canada Inc.** have formed a new company, **Northline Telecommunications Inc.**, to manage the project.

The \$25 million project will benefit Albertans by providing broadband interconnections for long distance telephone calling, video-conferencing, high speed data transmission and other video and image transfer technologies. Construction of the fibre-optic network is slated to begin during the second quarter of 1994. The project is expected to create up to 100 jobs in Alberta over the next three to five years.

TOLKO INDUSTRIES TO BUILD NEW ORIENTED STRANDBOARD MILL

In mid-April 1994, it was announced that **Tolko Industries Ltd.** was the successful proponent for the request for the High Prairie Timber Development Area. More than \$100 million in capital, 240 direct jobs, and an estimated 360 indirect jobs are expected to result from a new oriented strandboard mill, just west of High Prairie. Construction is tentatively scheduled to commence in the summer of 1994.

Tolko Industries is a privately-owned forest products company based in Vernon, British Columbia. The company manufactures lumber and plywood, operates five sawmills, one plywood mill and a major distribution centre. Tolko currently employs 1,300 people and has annual sales exceeding \$400 million.

TRIWASTE OPENS SILVER PRODUCING PLANT

In mid-March, 1994, the opening of a \$1 million Edmonton plant put the city well on its way to becoming one of the biggest silver producers in Canada. The new plant, owned by **TriWaste Reduction Services**, remanufactures photographic chemicals from photo shops, newspapers, hospitals and others. Metals, especially silver, from chemicals (eg. fixers used in developing films) build up on the equipment over time. TriWaste will send the silver component to a refiner in the U.S. TriWaste will inject new chemicals back into the remaining product to turn it back into its original state.

The company plans to produce 185,000 grams of silver a month from 60,000 litres of used chemicals.

Photo shops and others will find that using the facility will be more economical than setting up their own equipment to remove silver. TriWaste is a division of **Trimac Ltd.**, a Calgary conglomerate involved in trucking, construction and oilfield operations.

VITREOUS OPENS A GLASS RECYCLING PLANT

Vitreous Environmental Group Inc. will create 12 jobs this summer when it opens a \$2.5 million plant designed to pulverize glass. The company will turn broken bottles from roadfill material worth \$3 to \$4 a tonne into feedstocks worth \$50 to \$120 tonne, fulfilling an opportunity for particles from one-quarter inch size to down to talcum powder fineness.

These smaller particles are cheaper to use for remelting into new bottles and they can be used in fibreglass insulation, glass beads for highway road paint, for water filtration, soil mix on golf courses and abrasives. Vitreous is a publicly-traded company, listed on the Alberta Stock Exchange.

The following Alberta investment opportunities are seeking less than \$1 million:

719

Personal Golf Simulator

This Edmonton company, incorporated in 1987, is manufacturing and marketing the "Portable Electronic Golf Simulator". The patented simulator utilizes a captive ball that when hit, pivots down onto a sensor and pops back up ready for the next swing. An electronic display indicates distance and direction of ball travel. The simulators are fully portable (folds like a suitcase). Mould fabrication is complete and marketing is underway with the U.S., Japan and Korea (where 4,700 units have recently been sold). Equity of \$400,000 is required to complete production and to continue with marketing plans.

721

Educational Toys

This company, incorporated in 1988, has been producing high quality educational toys in the Edmonton area since 1983. In 1993 it sold over 70,000 toys, with 74 percent going to the U.S. The company also uses excess automated powder coat painting capacity to generate additional revenues. By entering the European and Far East markets, it is expected that sales can be increased to \$3.3 million. Equity of \$250,000 is required to develop these markets.

743

Endarterectomy Catheter

This Edmonton company, established in 1990, has developed a new endarterectomy catheter, a device to remove atherosclerotic vascular obstructions. It has been patented in North America and 16 European countries. 200 units have been manufactured and distributed for trials and demonstrations over the next two years. Equity of \$600,000 is being sought to complete the experimental evaluation of the product. An equity partner with a minimum of \$300,000 would be acceptable. Provincial/federal government grants, tax credits and zero interest loans are available.

804

Truck and Auto Accessory Manufacturer

Incorporated in 1983, this Edmonton company designs and constructs moulds, and manufactures fibreglass reinforced polyester (FRP) truck and auto accessory products, including running boards, tonneau covers and "ground effects". All of its products are patented and marketed throughout Canada and the U.S. To continue its leadership in the field of after market accessories, the company is slowly expanding its available accessories for the auto market. To carry out expansion and the continued implementation of new, stronger and better products, equity of \$300,000 is required.

UPDATE

813

Custom Garment Manufacturer

This Calgary company, incorporated in 1987, designs and manufactures its own line of casual western wear (shirts, vests, sweaters, and jackets). It oper-

ates from an 8,000 square foot facility, operates up to 80 machines and handles all work in-house, including silk screening. The company sells to western wear stores and lately has landed a successful direct home sales program. Sales are expected to exceed \$1.5 million in 1994. Equity of \$240,000 is required for expansion and experienced business immigrants seeking in active participation are welcome.

UPDATE
864

Evening Entertainment Tours

Incorporated in 1990, this Edmonton company is involved in the entertainment industry. Offering a variety of day and evening tours to a broad range of clientele, it operates British double-decker bus charters that are full of comedy, music and improvisational skits by professional tour guides, entertaining customers between venues. The company works closely with major events and organizations and venues in the city. Management has identified several international markets and has already opened in Calgary and Barbados. Investments of \$300,000 or more, depending on the size of the city, are required. The company will entertain offers of joint ventures, or partnerships with investors.

832

Identification System

Due to the ever increasing lists of missing children, this Edmonton company, incorporated in 1991, is launching a new and innovative identification program in Canada and the U.S. This service will use the latest in electronic data processing technology to assist authorities in the location of these children and other special interest groups, such as the elderly. An initial investment of \$200,000 is required to begin marketing this service. A joint venture with companies or individuals is of particular interest to management.

876

Pre-Operative Hand/Arm Sanitizer

This Edmonton company, incorporated in 1989, has developed a working prototype of an automatic surgical suite scrub station. This device provides a more efficient and effective removal of bacteria than the traditional pre-surgical manual scrub. The level of sanitization provided by the system is far superior and more consistent than the current system. Preliminary studies indicate that the system will pay for itself in less than two years, based on labour time and material savings alone. Equity funding of \$823,400 is required to bring the system into full production. Minimum investments of \$100,000 are acceptable.

857

Oilfield Monitoring/Control System

This Edmonton company, incorporated in 1989, is in the final development and testing phase of an innovative oil well monitoring system. The system will enable oil companies to electronically monitor all major aspects of daily field operations. This will lower production costs, prevent potential technical and environmental problems before they arise; and increase technical information on the well. Initial customer response has been very positive and unit sales are imminent once production begins. An initial investment of \$750,000 is

UPDATE

890

Custom Design Watches

Incorporated in 1989, this Calgary company originally manufactured and distributed custom design logo watches and straps. It has now expanded into the custom design of corporate logos, photos, and engravings, as well as the production of stuffed toys with personalized messages and greetings. To date most sales have been in Alberta, but orders have been filled from Ontario, British Columbia, and New Brunswick, as well as Germany, Korea, Indonesia, and the U. S. The company is seeking \$250,000 to further expand its markets and minimum investments of \$100,000 will be considered from active or passive investors.

UPDATE

909

Electronic Power Meter Manufacturer

This Calgary company, incorporated in 1990, manufactures a new electronic power meter. These meters can communicate over the power line, reducing or eliminating the need for meter readers. They also record the time at which the power was used, allowing for different power rates at different times of the day. The user's peak demand is also recorded, allowing the utility to bill accordingly. The company currently has a strong association with an American power company, and has conditional orders in place. An equity investment of \$600,000 is being sought, with a minimum of \$250,000 per investor.

936

Micro-Brewery

This Canmore (60 miles west of Calgary) company, incorporated in 1992, is starting up a micro-brewery to serve the

Banff-Calgary corridor. The company will brew a premium non-pasteurized product. The plant will be located in a high traffic area of Canmore, near the Banff National Park gates. It will encompass a retail cold beer store and a merchandising boutique. An equity investment of \$600,000 is being sought, with a minimum of \$100,000 required from each investor. Up to 70 percent of the company is available to investors. The equity will be used for capital expenditures and for other start-up costs.

957

Alpine Ski Manufacturer

This Canmore company presently manufactures all brands of skis by applying custom designed graphics to them. The process involves ultraviolet reacting epoxies, two component pigmented urethanes, and screen printed images. The company now plans to manufacture its own line of skis by utilizing a unique method of photographic quality printing. Customers range from rental shops, individual skiers, to four different chains of ski stores across North America which include over 1,000 shops. Equity of \$325,000 is needed to finance the expansion and a minimum involvement of \$100,000 will be considered.

987

Established Family Restaurant Chain

This Calgary family restaurant chain was established in 1977 and began franchising in 1986. It offers a varied menu at over 30 locations across Western Canada with some operations including convenience stores and gas bars. It enjoys an excellent reputation for quality service at competitive prices. Full support and training is offered to franchised outlets and management contracts are available for investor-owners. Equity of

\$650,000 is being sought for expansion of operations. Minimum investments of \$250,000 are required for turnkey franchised outlets.

988

Automatic Clutch

This Edmonton company, incorporated in 1990, has developed and patented an automatic clutch system. The company owner has used his years of auto racing experience to develop a system that is useful for both racing and conventional automobiles and motorcycles. The owner has met with Ferrari management in Italy to discuss a joint venture arrangement and with other manufacturers to review his product. The company requires \$500,000 to continue with the development and marketing of this system.

1005

Ginseng Honey Exporter

This Edmonton company was incorporated in 1992 to develop and produce ginseng related health food products. The major product, honey-ginseng, has been developed in Alberta and is ready for production as soon as the necessary financing is obtained. The company has established a relationship with Korean Air. Its product will initially be marketed through the airline's in-flight sky-shop. The markets will be expanded to other airlines who carry mostly Asian passengers. In order to complete the final stages of the product's launch, the company requires equity financing totalling \$300,000.

1050

Environmental Soil Assessment

This Stettler company located 100 miles southeast of Edmonton, was federally incorporated in March 1993. The compa-

ny has the capability to provide on-site, real time, in-situ analysis to a depth of 750 meters below the earth's surface. It will be able to provide a portable computerized laboratory analysis of many materials, including radionuclide contamination in a fraction of the time it now takes. An equity investment of \$750,000 is required to equip three truck mounted labs with the necessary equipment. Minimum investments of \$100,000 are acceptable.

1053

Geographic Information System

This Red Deer area company, incorporated in 1990, has developed a digital basemapping and Geographic Information Systems (GIS) software. Expertise has been gained with the help of oil industry and municipal government participants and work is ongoing with members of both groups. As well, it is installing software for the Government of Mexico. The company is ready to expand its database and marketing and an equity investment of \$500,000 is required. Minimum investments of \$100,000 are acceptable.

1057

Office Equipment Retailer

This Edmonton office equipment sales and service dealership commenced operations in 1976. The company purchased an office product firm in 1987 and a branch of a business systems company in 1989. Konica copiers and fax machines are its primary line, along with top names in dictation equipment, calculators, shredders and mail-room equipment. Clients include the three levels of government, University of Alberta and two colleges, hospitals and all types of business. An investment of \$500,000 is required for restructuring and expansion.

1070**Boardgames and
Puzzles**

This Edmonton Company was established in 1986 to bring innovative new games and puzzles to a worldwide market, and has since grown to become Western Canada's largest manufacturer and distributor of games. To date, the company has over two dozen unique products that have received buyer acceptance across North America and as far away as Australia. The company is seeking equity investment of \$250,000 to enable it to pursue a broader product line and establish an independent marketing company for the development and promotion of new games products.

1088**Walking Stick/Portable
Seat**

This Calgary company, incorporated in 1987, designs, manufactures, and markets this unique combination walking stick/portable seat. The product is durable, weighs 28 oz., and can support up to 250 pounds. The primary market is the U.S., however contacts have been developed in Asia, Europe, Africa, India, and the Middle East. Current sales are over \$500,000. Equity of \$750,000 is being sought to implement an expanded marketing program and minimum investments of \$250,000 will be considered.

1093**Retail Music Chain**

This Edmonton company is Western Canada's largest and fastest growing family music store chain. Established in 1976 with a single store, it now has 10 retail outlets, three music education centres, two commercial karaoke divisions and a consumer financing arm throughout Alberta, Saskatchewan and Los Angeles,

California. The company is expanding by way of independent agents into smaller markets. An investment of \$200,000, raised through a series of short term debt vehicles, will enable the company to maximize returns by taking advantage of supplier discounts.

1102**Pellet Stoves**

Incorporated in 1993, this Edmonton company was set up to manufacture stoves and appliances used to burn a recycled wood waste product called pellets. Pellet stoves are currently being used throughout the U.S. and Canada as a clean burning alternative to traditional woodburning products or fossil fuels. The company has rights to a complete and proven pellet stove line, and now requires equity capital in the amount of \$150,000 to set up their manufacturing operation.

1106**Dinosaur Collector
Cards**

Started in mid 1993 and located 30 miles east of Edmonton, this company is manufacturing and marketing unique and novel collector cards. Each card in the 168 card set is a high quality reproduction of an original painting depicting dinosaurs in their natural historical settings. The company requires equity of \$200,000 to upgrade computer equipment, marketing, researching and developing related products, and printing and packaging the second run.

**UPDATE
1110****Equestrian Product
Manufacturer**

Incorporated in 1991, this Calgary company began producing horse blankets and horse jumps in 1993. It operates its

horse blanket division out of a 3,000 square foot facility and produces \$15,000 worth of jumps per month out of a carpentry shop. To date, products are marketed at trade shows and by catalogue sales. Revenues of over \$100,000 have been realized in its first months of marketing. Equity of \$500,000 is required for expansion working capital and investments of \$100,000 increments, participating investors are welcome.

1112

Vehicle Anti-Theft Device

This Calgary company commenced production of an anti-theft device for all types of gas and diesel vehicles in 1991. The system is entirely electronic and only permits those authorized to start the vehicle, preventing it from theft. The system involves a special jack-plug which controls the vehicle's operating circuits; a coded key controls the jack-plug. It has received favourable comments from the Calgary police. Equity of \$250,000 is required to expand manufacturing potential. Licensing agreements can be negotiated.

UPDATE

1114

Pipeline Ditch Equipment

Established in 1993 this Lloydminster company (150 miles east of Edmonton), has developed specialized piece of pipeline construction equipment that improves the efficiency of new pipeline construction. This machine combines the functions of stripping topsoil and padding the pipe/ditch, eliminating the need to separately remove rocks and haul in sand for padding the pipe. The company has also developed a top soil stripper. Equity of \$300,000 is required to build the full size prototype.

1115

Sawmill Waste Utilization

This Alberta company is a collection of environmental firms that have joined to turn today's waste products into ecologically sound, value-added products. The group includes: a fuel company supplying economical alternatives to fossil fuels, a marketing corporation to promote and distribute final consumer products, a power company and a trucking operation. Their newest venture is the construction of a transportable pellet and bark processing facility that will produce high quality wood pellets for use as an efficient, clean-burning energy source. Equity of \$600,000 is required to set up the plant and supplement marketing activities.

1140

Bitumen Recovery

Incorporated in 1992, this northern Alberta company specializes in the recovery of bitumen from oil sands waste. The company has developed an innovative new technology that efficiently extracts bitumen normally lost through tailings lines. Their is increased profitability from the recovered oil as well as environmental benefits, as the remaining effluent is cleaner. The company requires \$500,000 in equity to provide working capital for initial operations.

1180

Agricultural Equipment

This spinoff of an established company, located 30 miles north of Edmonton, was formed in 1993. It will manufacture a

unique and proprietary machine, developed as a required component for a farm storage and fermentation system that fills large tubed plastic bags with forage and grain. The system creates a near oxygen-free environment that leads to higher quality feed with minimal product loss. The principals have invested \$150,000 into the company. A further \$300,000 equity is required to meet production and marketing goals.

1148

Community Information System

This Edmonton company, formed in 1993, is bringing a computer based information system to communities across Canada. The system utilizes a graphics capable computer network to facilitate local communication and can be accessed by anyone with a home or business computer and modem. It will provide a wide variety of interactive community information services, from business and real estate databases to local shopping, entertainment and tourism directories. The company is seeking equity capital of \$300,000, to launch its system across Canada, beginning in Alberta.

NEW

1197

Bottled Mountain Spring Water

Established in 1990, this Edmonton company sells bottled mountain spring water to homes and businesses in north-central Alberta and across Canada. Employing its own bottling facilities and delivery fleet, it serves a growing client base with annual revenues almost doubling each year. The company is concentrating on the development and promotion of its retail line of

1104

Revolutionary Oilfield Products

This Calgary company, incorporated in 1993, spent almost \$300,000 developing three products with applications in the petrochemical industry. The urethane butterfly valve is a more resilient product for caustic and piping systems; the urethane pulsations damper bladder is used to minimize pressure fluctuations in triple four duplex pumps; and the portacut is an electric device which measures the dielectric reading of oil-water sample. The president has a successful 12 year background in urethane product manufacturing. Equity of \$500,000 is required to further develop and market the products.

UPDATE

47

Computer Road Travel Information

This Calgary company, incorporated in 1985, has a database of 358,000 information records covering 645,000 miles of highways in North and Central America, Europe, the Middle East, Australia, and New Zealand. Within seconds, tourists or business travellers can obtain a variety of multi-lingual information on highways, accommodations, and attractions, with times and distances between each point. Customized tour packages can also be offered for cities and tourism areas. Equity of \$319,000 is being sought for additional working capital and a participating investor would be preferred.

675**Sports Racing Car**

This Calgary based company was formed in 1989 to develop, manufacture, and market a revolutionary sports racing car. The concept is patented and the car meets all regulations of the sports sanctioning bodies in Canada and the U.S. This car's advantages are: very high performance (top speed over 150 mph); ease of construction, repair and maintenance; ease of transportation; and very low price in comparison to cars with similar performance. The company's principals have invested \$250,000 to date and an additional \$150,000 is required to initiate production and marketing.

770**Snowboard Accessories Manufacturer**

This Calgary company was established in 1990 and specializes in the design and manufacture of accessories for snowboards. The most significant product is a revolutionary binding which features a rotating highback and quick closure/release system. Over \$100,000 has already been invested into the company and the growth in the industry exceeds 200 percent annually. Equity of \$250,000 is being sought to help the company market internationally.

UPDATE**778****Laser Stress Analyzer - LASTRAN**

This Calgary company, founded in 1982, has developed an automatic stress measuring apparatus which applies laser technology and provides low cost instant measurement of stress in materials and structures. LASTRAN (laser stress analyzer) is used in research laboratories, uni-

versities, large industrial laboratories, defense and aerospace industries, aircraft industry, and in transportation. The product is patented throughout North America, and commercialization is now underway. Equity of \$280,000 is being sought to provide adequate working capital.

823**Geographical/Design Software**

This Edmonton company commenced operations in 1986 to provide advanced software development that contains six programs: a digital terrain model for mapping and engineering design, a coordinate geometry model, a municipal mapping system, a Geographic Information System (GIS) system for topological analysis, an interactive storm sewer design system, and an interactive roadway design package. Equity of \$250,000 is required to expand marketing worldwide, improve the computer system, and to hire additional programmers.

849**Gold Exploration/Mining**

This publicly traded junior exploration company was incorporated in 1986 in Edmonton and has recently completed the preliminary exploration phase on its two mining properties in Northern Canada. One property has geological formations similar to those found at the mines near Hemlo in northern Ontario, some with high gold content. The other property has gold and associated metals in volcanic formations and platinum in a setting similar to those which supply the world's platinum group metals. An equity investment of \$700,000 is required to obtain core samples on the properties. Joint ventures will also be considered.

855**Ultrasonic Golf Club Cleaning Machine**

This Calgary company, incorporated in 1990, designs, manufactures, and distributes an ultrasonic golf club cleaning machine. The machine employs ultrasonic sound waves generated through a water median, creating microscopic bubbles that implode on one another, gently lifting imbedded dirt off golf club handles and heads. The Club Wizard is placed on golf courses and driving ranges, and the fees charged are shared with the golf club operators. Equity of \$100,000 is being sought to promote the company and a combination of debt and equity would be considered.

863**Wastewater Treatment Process**

This Edmonton company, was established in 1979 and incorporated in 1988, to develop a unique physio-chemical treatment process, for the treatment of sewage and effluent. Well over \$2 million has been spent on research and development over the last eight years and it is now substantially complete. Patents have been obtained in 16 countries and a number are pending. The process is both extremely efficient and economical, and has been licensed in Europe, where it has been installed in six full-scale food processing factories, with excellent results. An investment of \$750,000 is required to initiate a promotional/marketing plan.

UPDATE**870****Safety Services and Products**

Founded in 1986, this Calgary company is presently Canada's largest safety training company. The program specializes in training for industrial staff by providing

custom design of safety and rescue systems, combined with classroom and on-site training. Training applications include such areas as the management of hazardous materials and prevention of H2S related injuries as well as dominance in the areas of aerial and confined space rescue. Equity of \$350,000 is being sought to expand programs and a 49 percent interest is being offered.

UPDATE**929****Chartered Executive Jet Service**

This aviation services Edmonton company has filed its application with Transport Canada and will "start up" in mid 1994. Its mission is to provide clients with the highest quality, personalized executive jet air transportation services. It will be the only service of its type in north central Alberta. The company is seeking \$350,000 by way of redeemable, preferred shares from several investors. The financing would be used to establish operations with a leased aircraft and for working capital.

937**Automatic Vehicle Location**

This Edmonton company, incorporated in 1990, is involved in the design and development of innovative Geographic Information Systems (GIS) and Automatic Vehicle Location (AVL) software packages. The company has completed a prototype of a Dispatch Automatic Vehicle Location (DAVL) system with the cooperation of a Calgary systems company. DAVL systems can automatically position, locate and navigate the fleet management, mobile units. The product will be ready for market by the spring of 1994. Total cost of the project is estimated to be \$350,000. An equity investment of \$200,000 is required for completion.

942**Bovine Fertility Measurement**

This Edmonton company, incorporated in 1975, has acquired the manufacturing rights to a new development of bovine fertility measurement. This scrotal tape was invented and developed by an Agriculture Canada scientist, and its effectiveness is well documented. The relationship between scrotal size and fertility has long been recognized. The company's device overcomes the deficiencies found in competing products, by using a spring mechanism to apply the tension. The company is seeking an equity investment of \$100,000 for marketing and operating costs.

UPDATE**949****Banff-Canmore Tourism Services**

This Canmore company, incorporated in 1981, is adjacent to Banff National Park, visited by over four million tourists annually. Two new landmark tourism facilities, helicopter transportation, and related soft adventure activities create lifetime memories and the ultimate Canadian Rockies experience. The company provides tour and industrial charters to private and government users. Expansion will include a Mountain Top Teahouse, Helicopter Theme Centre with restaurant and shops on the Trans Canada Highway. The company's partially sold equity offering totals \$870,000 with minimum investments of \$100,000.

967**Environmentally Friendly De-Icer**

This Edmonton company, incorporated in January, 1992, has developed an environmentally sound alternative to road salt. It is Calcium Magnesium

Acetate (CMA) made from cheese whey (now being manufactured using glacial acetic acid and dolomitic lime). The company's process will produce CMA for about one third of the current cost, making it an attractive alternative to road salt for de-icing. An order for the company's product has already been placed by the City of Edmonton. Equity of \$850,000 is required to complete the pilot project and begin production.

UPDATE**973****Telephone Security Systems**

Formed in 1985, this Calgary company is involved in the research development of a speaker telephone/home security, fire and medical system. The multi-feature, hands free speaker telephone (CSA and DOC approved) includes sensors that detect potential emergency events. The sensor may be for magnetic doors, smoke detectors and/or personal distress sensors. Trends, such as an aging population, to make the product timely. The company seeks a joint venture or equity investment of \$500,000 for additional capital purchases and marketing.

991**Guided Motorcycle Tours**

This Calgary company has been providing supported luxury motorcycle tours to adventure-minded tourists since 1990. Guided Harley-Davidsons and Japanese made motorcycles operate through Kananaskis Country to Banff and Jasper Parks, and into British Columbia. Experienced guides and interpreters highlight the scenic viewpoints through radio helmets, reputable hotels provide accommodation, and support vehicles provide mechanical support and luggage transfer. Equity of \$500,000 is required to expand the capital asset base.

1012**Phonetic Word System**

This company was incorporated in 1986 to develop and market a new computer keyboard activated concept. The system combines an advanced learning technique with the latest in multi-sensory interactive computer technology to create an educational innovation that has the capability of revolutionizing the teaching, learning and writing of a language. With a market ready product, the company is now preparing to move into international sales. The company requires an investment of \$300,000 to \$5 million to complete the marketing effort that will launch the product commercially.

1016**Energy Saving Door**

This start-up company will produce an energy saving door that was invented and patented by an Edmonton inventor. This product won the Gold Medal Award at the 1987 World Wide Inventors Exposition in New York. The inventor has now begun the process of obtaining the necessary financing to commence manufacturing of the door. An equity investment of \$700,000 to \$1.1 million is required. A minimum of \$350,000 and a passive investor is preferred. The equity will be used to complete the marketing plan.

UPDATE**1017****Skin and Hair Care Products**

This Calgary company, in operation since 1984, manufactures a wide range of skin and hair care products. Raw materials are sourced worldwide

to produce high quality creams and lotions capable of competing in the international marketplace. The company has its own silkscreening and hot stamping equipment. To reach its goal of \$5 million in annual sales, the company is seeking \$135,000 in equity capital. One third of the company is available to the investor.

1018**Bottled Water and Coolers**

This company located, in St. Albert, commenced operations in 1990. It produces and distributes bottled water and rents water coolers in the Edmonton area. The company wishes to expand to the lower mainland of British Columbia. It will offer a variety of coolers and dispensers with its bottled water, which will be available for rent, purchase or rent-to-own. Bottled water will be sold by, home and office delivery, and through retail outlets. An equity investment of \$220,000 is required to purchase equipment and for working capital.

1026**Dust Filter Manufacturer**

This Edmonton company incorporated in 1988 to develop, test and manufacture a reusable filter to remove visible dust particles from circulated air. The filter was designed to be installed at the supply point of a building's heating, ventilating and air conditioning (HVAC) system. This unique filter provides the company with a start-up opportunity to manufacture and market a new product for both home and commercial installations. An investment of \$250,000 is required to purchase tooling and packaging equipment, service debt and for working capital.

1027**Charter Airline**

This Edmonton company commenced operations in 1992 to provide the general public with an alternative to the present high cost of air charters. It is starting out by providing short haul service out of Edmonton using a Cessna 421B twin engine aircraft. The plane has been equipped to carry up to eight passengers in executive style luxury. The company is seeking an equity investment of \$150,000. Either an active or passive investor would be acceptable.

1047**Seed Cone Harvester**

This Edmonton company, incorporated in 1992, has developed and patented a unique mechanical system for harvesting seed bearing cones. The harvester can operate and produce a high quality yield on various species under all kinds of site and weather conditions. The prototype has successfully worked under a variety of conditions. Equity of \$215,000 is required to complete the first production unit.

1029**Condominium Development**

This construction/land development company has been involved in the management and development of real estate projects in the Calgary area since 1989. Its current project is a 59 unit senior citizens apartment condominium complex. The project will contain 27 - 825 square foot units and 32 - 615 square foot units with full amenities. The site consists of seven city lots near Stampede Park. The necessary approvals have been obtained and the project will proceed once financing has been finalized. Equity of \$500,000 is being sought to complete the financing on this \$4.5 million project. Minimum equity per investor is \$100,000.

1068**Glass and Mirror Products**

This Edmonton area company, incorporated in 1991, was established to service commercial and residential customers. Demand has exceeded the capability to fill orders. The company now must expand and wants to expand its product lines to include customized designs, using the integration of marble, epoxy pebble and acrylics with glass for furniture, sculpture, lighting fixtures and displays. An equity investment of \$100,000 is required to proceed with its expansion plans.

1040**Family Resort**

This project, located approximately 60 miles northwest of Edmonton, was started in 1989. The company has constructed a well designed nine hole golf course on naturally rolling terrain, 15 tee driving range, 60 stall recreational vehicle park, picnic areas and other related amenities.

1078**Travellers Service Centre**

This Drayton Valley (90 miles southwest of Edmonton) company was established to construct and operate a business consisting of a self-serve gas bar,

restaurant, convenience store and tourist information centre. The building will be constructed of material giving it a unique log look appearance. The developer requires an investor to own or finance the project. The cost will be \$900,000, plus a motel option of a further \$600,000. Several other locations are also being considered.

NEW
1218

Pizza Crust Line

Established in 1990, this Edmonton pizza mix supplier is ready to launch a related business that will independently produce and market the company's unique, par-bake pizza crust. To capitalize on the growing popularity of this existing product, the company is planning to establish a new crust manufacturing facility, with a high volume capacity that will enable economies of scale. The president has 36 years of successful restaurant experience; he is looking for \$100,000 to complete financing on this project. Debt financing has been arranged.

1087

Natural Gas Conversion Kit

Operating as the subsidiary of an established vehicle repair business, this Red Deer company has developed and will market an advanced natural gas conversion kit. The kit will utilize an electronically monitored injection system to convert gasoline vehicles to dual gas and natural gas. Consumers will be able to take advantage of cost savings and ecological benefits of natural gas fuel. The company requires equity capital of \$825,000 to launch the product in the Canadian marketplace, in exchange for up to 49 percent of the shares.

1117

3-D Greeting Cards

This Calgary company was formed in 1991 to develop and supply 3-D greeting cards. The selection of cards will utilize fabric and other craft applications and to cover all seasonal holidays, birthdays, and occasional cards. The company will solicit two major greeting card chains to distribute the line in their retail outlets and conduct direct sales to independent retail outlets. Approximately 700 million cards were sold in Canada in 1992. Additional equity of \$150,000 is required for working capital.

1098

Electronic Information Directory

Incorporated in 1991, this Calgary communications firm has been established to market an electronic information directory. Using interactive voice response technology, the company has developed a sophisticated system that allows consumers to access a vast amount of information in their own homes through an automated, computer operated telephone system. \$250,000 equity is being sought to set up operations in Calgary and Vancouver, British Columbia and to provide initial working capital.

1124

Nutritional Supplements

Incorporated in 1992, this Edmonton company was formed for the purpose of developing and marketing nutritional supplement products of superior quality and effectiveness than those currently available to consumers. In pursuit of this

goal, the company has formulated two introductory product lines, consisting of a collection of five supplements designed for general wellness, and an additional five aimed at the high performance athlete. The company is poised to begin the manufacture and sale of these products in the Canadian marketplace, and is seeking equity capital in the amount of \$300,000 to finance this launch.

NEW
1185

Ethanol Production Facility

This company was formed in 1992 to set up an ethanol production operation. The company has built a small working production facility and is in the process of building a full scale plant. Management has undertaken talks with several prospective customers, including buyers for the by-product, and suppliers and agreements are in place or pending. The company will produce anhydrous denatured ethanol, produced from grains, for use as a fuel supplement in automobiles. The company is seeking \$900,000 to complete construction of the plant and to cover other capital and labour costs.

1131

All-Terrain Power Wheelchair

Incorporated in 1993, this Alberta company was formed to design, manufacture and market power wheelchairs. The goal is to produce high quality electric wheelchairs that provide users with increased mobility under difficult terrain conditions. A working model has been developed which requires further enhancements before it is market ready. The company is seeking investment capital of \$400,000 to complete development, conduct market research and commence manufacturing. Up to 49 percent is being offered.

1150

Canadian Music Recording

This Edmonton area company, incorporated in 1993, was formed to seek out, develop and promote Canadian musical talent. The company is looking for artists in: Adult Contemporary, Top 40, Country, Jazz and Children's music. The company already has its first venture: a Montreal pop band, and is launching the group's first single. To accomplish these goals, management is looking for investment capital of \$150,000 in exchange for up to 35 percent equity in the company.

1134

Russian Based Medical Clinic

This Calgary company was incorporated in 1976 to serve communication and medical needs of the oil exploration industry on and off shore. Now it is in the process of establishing a medical clinic in Nizhnevartovsk, Western Siberia, to serve the health and emergency evacuation needs of Alberta companies operating in the area. Services will include: first aid and safety training; hygiene; medevac air ambulance, and medical consultation. Management has considerable experience in the field and is seeking \$250,000 in equity to establish and expand clinics across Russia.

1163

Environment Friendly Insecticides

Incorporated in 1987, this Edmonton company has the exclusive Canadian manufacturing and distribution rights to a line of highly effective, non-toxic insecticides for domestic use. Since introducing its products to the western Canadian market in 1990, the company now sells

to most major retailers and has a 10 year supply contract with a large distributor of gardening products. The company is seeking equity of \$750,000 to finance an expansion into Eastern Canada.

1168

Business Training Seminars

This Edmonton company was incorporated in 1989 to provide consultation and training services to small and medium sized businesses. The company offers an intensive training program to guide participants in the development of results-oriented business skills. The company wishes to expand its unique program into a franchise operation, with offices in major business centres across Canada. Equity capital in the amount of \$250,000 is required to finance the proposed expansion.

1171

Amateur-Built Aircraft

Established in 1956, this Edmonton company has been involved in many facets of the aviation industry including the repair, modification and rebuilding of conventional aircraft. In recent years, the main thrust has centred around amateur-built aircraft. The company supplies plans, materials, equipment and components necessary to build these aircraft, in kit form or separately. The company plans to introduce a new, twin engine, composite built airplane and requires equity capital of \$450,000 to develop, produce and market the product in North America.

1174

Mining and Oilfield Products

This Calgary business was formed in 1993 to manufacture and supply mining and oilfield products to the North

American and world markets. The product lines will consist of high quality rock bits and related products for mining and oilfield applications. The new company brings together technical and industry expertise, through the alliance of several professionals, formerly part of an established firm that has ceased its manufacturing operations. The company is seeking an equity investment of \$600,000 to complete financing requirements for launching the business.

NEW
1203

Private Health Care Services

This Edmonton company was formed in 1992 to provide individuals, hospitals and care-giving institutions with high quality health care services at cost effective rates. Qualified staff offer flexibility over a full range of services including long and short term nursing and personal care, as well as home support services. Personalized programs are offered for clients including the terminally or chronically ill, mentally or physically disabled and the elderly. The company is seeking \$100,000 in equity capital to assist promotion and expansion of its services throughout Alberta.

NEW
1215

Acquisition of Oil and Gas Interests

This Calgary limited partnership was created in 1994 to invest in conventional oil and gas properties as well as gas processing and pipeline facilities in Alberta. The limited partnership will enable investors to participate in a diversified development and enhancement program hopefully to generate a long term source of income as well as tax deductions for tax purposes. Management has over 29 years of related experience. Equity of \$600,000 is

required to acquire working interests in oil and gas properties. Minimum investments of \$100,000 will be considered. The partnership will operate under a federal tax shelter identification number.

1176

Banff Radio Station

This company, located in Banff, plans to establish a radio broadcasting station to serve the local market place. The programming will primarily be of a local interest, targeted at tourists providing local merchants with a daily media to promote their businesses. The project is projected to be profitable by the third year. Equity of \$140,000 is being sought to provide the company with the necessary working capital.

729

Image Systems Integration

Incorporated in 1989, this Calgary firm, a spin-off of a company started in 1970, utilizes the latest technology in optical scanning of drawings and optical disk mass storage. Its optical scanning system is capable of accepting documents up to 40 inches wide and 20 to 30 feet long. Large drawings and diagrams can be stored in about two minutes and retrieved in seconds. The company sells and leases its miraging systems to a rapidly growing market. Equity of \$600,000 is being sought to purchase the image scanning system, transfer the technology and distribution rights to the new company, and for marketing.

753

Audio Video Storage Racks

This Calgary based company, incorporated in 1980, manufactures storage units in a variety of sizes, styles and finishes for audio and visual products. In off-peak periods, bookshelves, speaker cases, filing cabinets, wine racks and magazine racks are produced. Major customers include nationally known retail outlets. Inroads into U.S. and

NEW
1120

Interactive Wine-Tasting Video

Incorporated in 1985, this Edmonton company is a highly successful film and video production company that has received over 35 awards for its works. One area of the company has developed the concept for a humorous, yet informative and interactive video on various wines. The video, which will be marketed along with sample bottles of wine, combines on-site visuals and an entertaining celebrity host describing the wine and its history. The company is seeking capital of \$640,000 to capitalize on this venture. The funds will be used for the production, duplication, packaging and marketing of this unique interactive, wine-tasting package.

NEW
1224

Unmanned Robotic Environment Machine

This Calgary company, incorporated in 1990, is engaged in designing, developing, manufacturing, and marketing of radio-remote controlled vehicles for hazardous environments. The product's specialty attachments enable a large number of tasks to be performed and the line includes a global positioning and navigation system which enables the company to offer true "robots" at a very attractive price. All of the company's products are fully developed, commercially viable, and extremely durable. Equity of \$600,000 is being sought for manufacturing expansion and increased marketing.

European markets have been made. Current sales exceed \$5 million. Equity of \$500,000 is being sought to purchase new vacuum forming equipment and to allow for expansion.

762

Roof Membrane Manufacturer

This Calgary company, incorporated in 1990, is involved in the research and development of innovative construction materials, primarily for the commercial roofing industry. The main product is a new polymer-based roof membrane composite, offering superior durability, bondability, fast curing, and a low price. Other products include a barrier coat, a modified asphalt emulsion patching material, a concrete primer, and an accelerator. Contacts have included direct selling efforts primarily in Canada, the U.S., and Eastern Europe. Equity of \$250,000 is being sought to further develop the company.

803

Direct Marketing of Leisure Products

This Edmonton company was incorporated in early 1991 to direct market a variety of products in North America, Europe and the Pacific Rim. The company currently has two products to offer, the main one being a board game comprised of five completely different games, some of which were successful individual games in the past few years. The other one is a compact metal lure retriever. The company requires equity of \$400,000 for initial manufacturing and marketing.

UPDATE

824

Horse Equipment Manufacturer/Distributor

This Calgary company was incorporated in 1993 to distribute lines of European health care treatment and exercise

equipment for the horse industry throughout North America. Products include swimming centre for treatment and exercising, horse solaria to improve performance and fertility, respirators foaling monitor systems, and riding and racetrack conditioner. Now the company wishes to commence manufacturing some product lines in Alberta. Equity of \$325,000 is required to manufacture the products and equity or debentures are being offered.

879

Mobile Filtration Units

This company, formed in 1992, will use the proprietary mobile mechanical filter system design it has developed as the cornerstone of its on-site custom fluid clarifying and separating service. This practical technology will provide increased contaminant removal efficiencies at an affordable cost with enhanced application flexibility. Customers are resource producers and chemical processing industries. A 50 percent interest in the company is being offered for \$318,750, which will be used to manufacture and to outfit the first filter unit and to provide working capital.

NEW
959

Petroleum Assets Management System

This Calgary company, incorporated in 1992, provides integrated and easy-to-use computer software products to the global energy market. The company's objective is to become the leading supplier of petroleum resource assets management software for geology, petrophysics, reservoir engineering, and production engineering and accounting. To date, over \$3 million in research and development has produced 27 individual software products. The company requires equity of between \$150,000

and \$250,000 to complete product commercialization and launch the marketing and sales program.

971

Tourist Videos

This Calgary company was incorporated in 1991 to promote tourism in Canada through the use of their videos and to provide tourists with a quality souvenir of their holiday in Canada. The company's first video depicts an Alberta vacation and is being distributed within Alberta through various retail outlets, and by mail order both domestically and internationally. The company is seeking \$300,000 in order to continue production and distribution.

1048

Arctic Sea Hotel

This Edmonton firm has the opportunity to develop an Arctic hotel and corporate training centre by using an oil company's former base camp in the western Arctic beside the Beaufort Sea. For tourists, services offered may include Arctic Ocean cruises, while services for corporate employees could be outdoor education experiences and motivational seminars. As well, attractive returns could be expected when the oil company returns to bring an offshore gas field on stream. Equity of \$250,000 is required to develop this plan.

1030

Environmental Assessment Company

This Calgary environmental assessment company was formed in 1991 to provide environmental evaluations for all types of properties. It uses a soil probe system that can sample a variety of media at depths exceeding 100 feet. The unit is combined with state-of-the-art soil, vapour, and water sampling analytics sections. It is mobile, does not require borehole cuttings, minimizes surface disturbances, and provides speedy sample collection. The company is seeking equity of \$200,000 to take advantage of the growth potential throughout Canada and the Western U.S. Minimum amounts of \$100,000 will be considered.

1054

Media Production, Casting Agency

This Edmonton company brings together three related endeavours into the challenging field of television and radio production. The base company is a casting agency to provide actors to advertising agencies, radio, television and audio/audio visual producers. The actors will be trained on a pay-per-course basis. A half hour television series and three mosaic radio series will augment the base casting agency. The productions will have an American slant to assist international sales. The com-

1031

Health & Fitness Computer Program

This Edmonton area health and fitness company was incorporated in 1992. It has researched and designed a high

pany is seeking \$500,000 in start-up capital to purchase equipment and for working capital.

1072

Portable Golf Cart

This Calgary company, incorporated in 1992, has developed a new concept prototype golf cart and has a patent pending. This portable cart is pedal operated with an electric motor to assist on hilly terrain. In the U.S. alone, 120,000 new golf carts are sold annually; 80,000 of those sales are for replacement of existing carts. The company will target its marketing efforts on private sales to individuals and toward the rental markets at public golf courses. Equity of \$700,000 is being sought to commercialize the product.

1076

Automated Drafting Software

Established in 1992 to provide computer consulting services, this Edmonton company is developing specialized software for drafting applications. The product is an automated steel detailing tool that integrates databases with CAD systems for use in the construction and steel industries. It increases significantly the speed and efficiency of drafting procedures. The owners will offer up to 49 percent equity in the company for an investment of \$102,000, required to complete the development and commercialization of the product.

1082

Electronic Advertising with Trivia

This Calgary company began operations in August of 1993, bringing a new

electronic media marketing concept. The product consists of advertising displays placed on television monitor screens in busy food courts at universities and business centres. Primary target markets will be businesses serving students and the downtown market. Equity of \$205,000 is required for working capital requirements and minimum investments of \$100,000 will be considered.

1095

Golf and Country Club

This Lacombe company (85 miles south of Edmonton), was incorporated in 1992 to construct and operate an 18 hole golf course and clubhouse. All permits and plans are in place. The water reservoir and 11 fairways have been developed. The principals have invested \$275,000 towards the project and an additional \$600,000 is required to complete the development. Up to 49 percent of the company is available and minimum investments of \$100,000 are acceptable.

1096

Oil and Gas Dehydration Equipment

Incorporated in 1993, this Calgary company designs, develops, and markets quality production equipment for the oil and gas industries. Its crude oil dehydration process cost effectively separates water from oil using their patentable technology. A glycol dehydration absorption process is also being introduced in the natural gas industry. The products will be targeted at western Canadian producers. Equity of \$500,000 is being sought to complete development of the company's product line, purchase equipment, and provide working capital.

1101**Retractable Mobile Cord**

Incorporated in 1976, this Edmonton company has revived their import operation, specializing in exclusive European and Asian goods. Through extensive research and import contacts, a package of items has been put together, with a strong market appeal for Canada. Planned for the fall of 1993 is a retractable vehicle block heater cord, which eliminates unsightly and dangerous hanging cords. The company seeks an investment of \$100,000 to cover product development, manufacturing and ordering costs.

1103**Construction Heating Technology**

Incorporated in 1993, this Calgary company manufactures innovative heating technology for portable, construction related heating requirements. The system enables concrete to be poured in sub-zero weather by providing heat uniformly to the concrete forms. The president has over 20 years experience in the international heavy construction industry. Equity of \$650,000 is being sought to launch the product in Canada and the U.S.

1109**Air Filtration System**

This Edmonton company was established in 1992 to develop an effective, chemical free, air filtration system for use in residence, office, hotel and school bathrooms and all types of public washrooms. The company strengths lie in product development, so they will contract out the marketing and manu-

facturing functions to commercialize the product internationally. Their profits will be in the form of royalties on sales. They are seeking equity of \$203,000 and will offer investor(s) an equity share in the company and a percentage of its future royalties.

1118**Interlocking Concrete Blocks**

This Calgary company, incorporated in 1993, has acquired the marketing and manufacturing rights for a unique, patented building block product. The interlock blocks eliminate the need for mortar, are produced in many shapes, and have a load bearing strength of 1,746 pounds per square inch. The block is accepted by the Canadian Mortgage and Housing Corporation and has received the National Design Council Award of Excellence. Equity of \$651,000 to purchase land and equipment and for working capital is being sought. An interest of 48 percent is being offered.

1133**Multi-Surface Rescue Vehicle**

This Calgary company, established in 1986, designs and manufactures multi-surface rescue vehicles. The product consists of a catamaran hull with inflatable side walls enclosed front and back, which remain in constant contact with the water, giving the craft great agility. The structure has a puncture resistant skin, a 200 kilometre range, holds up to 30 people, and can glide over water, ice, or snow at speeds up to 75 kilometres per hour. Equity of \$500,000 is required to commercialize this multi-surface rescue boat.

1144**Mind
Enhancement/Relaxation
Devices**

This Edmonton company, incorporated in 1981, designs and manufactures a line of devices that use light and sound to guide the user to altered states of consciousness associated with deep relaxation. Uses include relaxation, stress control, increased creativity, chronic pain management and enhancing athletic performance. Distributors market the product in North America, Europe and Japan. The company is looking for equity of \$200,000 to increase and modify production and to expand and update marketing. Majority ownership is being offered and investors with market consulting and/or production skills are desirable.

1146**Illuminated House
Numbering**

This Calgary giftware company, incorporated in 1981, brings in exclusive lines of imported giftware and tableware products. It is now introducing illuminated numbers for residential homes which features rain tight photo electric cells with a twin tube and fluorescent lamp that lights up at dusk and turns off at dawn. The company also will be expanding into customized graphics to allow for unique designs, colours, and sizes of signage. Equity of \$200,000 is being sought to complete the product launch.

1147**Oil and Gas
Redevelopment**

This Edmonton company was incorporated in 1985 for the purpose of acquiring and developing oil and gas proper-

ties. Properties are searched that the major companies leave, often because of the size and flow. The company is not involved in exploration as all its holdings have proven reserves. The company currently holds several promising properties, and is seeking a capital injection of \$825,000 to start them producing again. Minimum investments of \$150,000 are requested.

1164**Kitchen and Bathroom
Products**

This Calgary company, established in 1993, has the distribution rights to market kitchen and bathroom components in Alberta. The components consist of semi-finished kitchen cabinets, bathroom vanities, and other related products. Marketing will be targeted at residential and commercial contractors. The president has over 25 years experience in the manufacture of wood products. Equity of \$300,000 is being sought in exchange for a 50 per cent interest.

1165**Specialized Metal
Fasteners**

This Edmonton company supplies quality metal fasteners which are designed to meet highly corrosive field conditions encountered in many industrial plants. Typical customers include sour gas plants, petroleum refineries, pipeline companies and pulp and paper mills in Western Canada. The company is seeking investment capital in the amount of \$100,000, to be used to purchase additional equipment including a quality inspection device, and to finance additional inventories resulting from anticipated sales growth.

NEW
1167

Golf Practice and Training Aid

This Calgary company, incorporated in 1991, is set to begin production of a new golf training aid. The product lays on the ground to provide a visual reference to the golfer and helps improve various aspects of technique, such as: alignment, ball placement, club positions, distance from the ball, evaluation of swing and putting strokes. The product will appeal to all segments of the golfing market interested in improving their game. Equity of \$170,000 is required to commence production and a 20 percent interest is being offered.

1178

Educational Institution Database

This Edmonton company was formed in 1993 to establish a computer database to provide specialized information at a cost effective price to individuals wishing to enter post-secondary studies. The service is designed to provide a comprehensive network containing data from institutions across Canada, enhanced by a wide variety of supplementary information such as living expense estimates, comparative program analysis and career opportunities. The principals are seeking \$100,000 investment capital to establish this Canada-wide information network.

NEW
1204

Dog Grooming School

This dog grooming business, established in 1986, is planning on opening

the first full-time dog grooming school in Calgary in 1994. Three professional groomers will teach hands-on techniques, consistent with the New York School of Dog Grooming and students will work with live dogs. In addition, the program will acquaint students with the management and administrative skills required to operate the business. Equity of \$100,000 is required for working capital and a majority interest is available.

UPDATE
680

State of the Art "Coupler"

This Edmonton based company, established in 1988, has invented and been issued the patents for Canada and the U.S. for a mechanical coupler which has the ability to rotate, fold and lock moving parts. Two lines of state-of-the-art ice-fishing equipment have been designed around this coupler and the company will go into production in late 1994. The ice fishing equipment is only the "first" of several new products to use this patented coupler. Equity of \$200,000 is needed to go into mass production for this coming winter. Market surveys were done during Klondike Days 1993 and the company will be there this year for demonstrations and sales.

UPDATE
889

Intelligent Telephones

This Edmonton company manufactures executive features, small business telephones. The company has secured numerous accounts throughout North America and offshore. The company requires additional capital to help finance the cost of increased produc-

tion. As well, the company's plans include entry into computer telephone and wireless communication. Working capital is needed to bring these products to existing sales channels and to seek new ones. The company is seeking between \$300,000 and \$500,000.



Emergency Services

This company, located in Athabasca, has been providing air and ground ambulance, paramedic, and basic life support level services to the community and surrounding areas. The company is seeking to expand its service capabilities by purchasing the ambulance and emergency medical services offered in two neighbouring communities to a paramedic level. To facilitate this proposed expansion, the company is seeking equity investment of \$250,000 to assist with the purchase of the existing contracts for the provision of these medical services in the neighbouring communities.

Agri-Business

866	Cattle Feed Processor	18
938	Natural Foods Extracts	22
1015	Salad Produce - Year Round	22
1037	Premium Beer Brewery	25
1111	Trout/Salmon Fish Hatchery	25
936	Micro-Brewery	29
1005	Ginseng Honey Exporter	30
1180	Agricultural Equipment	32
1218	Pizza Crust Line	39
942	Bovine Fertility Measurement	36
824	Horse Equipment Manufacturer/Distributor	43

Communications/Telecommunications

889	Intelligent Telephones	48
909	Electronic Power Meter Manufacturer	29
937	Automatic Vehicle Location	35
973	Telephone Security Systems	36
1098	Electronic Information Directory	39
971	Tourist Videos	44
1082	Electronic Advertising with Trivia	45
1176	Banff Radio Station	42

Computer Related

678	Fingerprinted Smart Cards	17
1081	Wireless Computer Network System	22
832	Identification System	28
1053	Geographic Information System	30
823	Geographical/Design Software	34
1012	Phonetic Word System	37
1148	Community Information System	33
1076	Automated Drafting Software	45
1178	Educational Institution Database	48

Construction

899	Wire Mesh Concrete Reinforcement	21
1028	Commercial Building Developer	25
1016	Energy Saving Door	37
1029	Condominium Development	38
762	Roof Membrane Manufacturer	43
1103	Construction Heating Technology	46
1109	Air Filtration System	46
1118	Interlocking Concrete Blocks	46
1146	Illuminated House Numbering	47
1164	Kitchen and Bathroom Products	47

Electronics

649	Electro Optics Company	20
663	Electronic Safety	24
1112	Vehicle Anti-Theft Device	32
778	Laser Stress Analyzer - LASTRAN	34
729	Image Systems Integration	42

Environment

752	Contaminated Soil Recycling	17
791	Wastewater Turnkey Systems	18
986	Environmentally Compliant Thermoplastic Powder Coatings	19
1063	Mobile Dehydration Unit	25
1050	Environmental Soil Assessment	30
1102	Pellet Stoves	31
863	Wastewater Treatment Process	35
967	Environmentally Friendly De-Icer	36
1026	Dust Filter Manufacturer	37
1163	Environment Friendly Insecticides	40
1224	Unmanned Robotic Environment Machine	42
879	Mobile Filtration Units	43
1030	Environmental Assessment Company	44

Forest Products

1004	Value Added Wood Products	22
1122	Wood Polymer Composite	23
1115	Sawmill Waste Utilization	32
1047	Seed Cone Harvester	38

Manufacturing

780	Reversible/Variable Pitch Fan	17
858	Licorice Flavoured Soft Drink	18
887	Efficient Fluorescent Lighting	18
1196	Business Forms Manufacturer	19
702	Flat-Proof Bicycle Tires	20
880	Auto/Recreation Battery Manufacturer	21
903	Metal Enclosure Manufacturer	21
1129	Metal Coating Products	23
719	Personal Golf Simulator	27
721	Educational Toys	27
804	Truck and Auto Accessory Manufacturer	27
813	Custom Garment Manufacturer	27
890	Custom Design Watches	29
957	Alpine Ski Manufacturer	29
1088	Walking Stick/Portable Seat	31
1106	Dinosaur Collector Cards	31
1110	Equestrian Product Manufacturer	31
1017	Skin and Hair Care Products	37
1117	3-D Greeting Cards	39
1131	All-Terrain Power Wheelchair	40
680	State of the Art 'Coupler'	48
753	Audio Video Storage Racks	42
1101	Retractable Mobile Cord	46
1165	Specialized Metal Fasteners	47

Medical

724	Pharmaceutical Products	17
1108	Computerized Prosthetics/Orthotics	19
827	Drug Store Chain Expansion	20
743	Endarterectomy Catheter	27
876	Pre-Operative Hand/Arm Sanitizer	28
1124	Nutritional Supplements	39
1134	Russian Based Medical Clinic	40
1203	Private Health Care Services	41
1226	Emergency Services	49

Oil/Gas/Mining

1007	Petroleum Software Developer	19
838	Oil and Gas Development	20
856	Specialized Oil Geological Services	20
1145	Gold Mining	23
850	Drill Bit Manufacturer	24
1121	Pipeline Leak Detection	26
1222	Oil and Gas Acquisition and Development	26
857	Oilfield Monitoring/Control System	28
1114	Pipeline Ditch Equipment	32
1140	Bitumen Recovery	32
1185	Ethanol Production Facility	40
849	Gold Exploration/Mining	34
1104	Revolutionary Oilfield Products	33
1174	Mining and Oilfield Products	41
1215	Acquisition of Oil and Gas Interests	41
959	Petroleum Assets Management System	43
1096	Oil and Gas Dehydration Equipment	45
1147	Oil and Gas Redevelopment	47

Recreation/Tourism/Entertainment

915	Indoor Golf Driving Ranges	21
558	Specialty Cruise Agency	24
1123	Indoor/Outdoor Recreational Park	26
1132	Transport Administration	26
864	Evening Entertainment Tours	26
1070	Boardgames and Puzzles	31
47	Computer Road Travel Information	33
770	Snowboard Accessories Manufacturer	34
855	Ultrasonic Golf Club Cleaning Machine	35
949	Banff-Canmore Tourism Services	36
991	Guided Motorcycle Tours	36
1040	Family Resort	38
1078	Travellers Service Centre	38
1150	Canadian Music Recording	40
1048	Arctic Sea Hotel	44
1072	Portable Golf Cart	45
1095	Golf and Country Club	45
1167	Golf Practice and Training Aid	48

Retail/Wholesale

1128	Retail Golf Chain	19
987	Established Family Restaurant Chain	29
1057	Office Equipment Retailer	30
1093	Retail Music Chain	31
1197	Bottled Mountain Spring Water	33
870	Safety Services and Products	35
1018	Bottled Water and Coolers	37
1068	Glass and Mirror Products	38
1087	Natural Gas Conversion Kit	39
1220	Interactive Wine-Tasting Video	42
803	Direct Marketing of Leisure Products	43

Service

951	Environmental Management Services	22
1094	Home Education Program	23
1113	Automotive Repair Financing	23
929	Chartered Executive Jet Service	35
1027	Charter Airline	38
1168	Business Training Seminars	41
1031	Health & Fitness Computer Program	44
1054	Media Production, Casting Agency	44
1144	Mind Enhancement/Relaxation Devices	47
1204	Dog Grooming School	48

Transportation

841	Rail Road Car Refurbishing	18
1184	Motorsport Racing Facility	24
945	Charter Airline	24
1071	Mobile Vehicle Shell	25
988	Automatic Clutch	30
675	Sports Racing Car	34
1133	Multi-Surface Rescue Vehicle	46
1171	Amateur-Built Aircraft	41

ALBERTA ECONOMIC DEVELOPMENT AND TOURISM'S PRESENCE IN THE PROVINCE AND AROUND THE WORLD

PROVINCIAL & NATIONAL

Edmonton

4th Floor Commerce Place
10155-102 Street
Edmonton, Alberta
T5J 4L6
Telephone: (403) 422-6236
Telefax: (403) 422-9127

Calgary

Suite 500
999 - 8 Street S.W.
Calgary, Alberta
T2R 1J5
Telephone: (403) 297-6284
Telefax: (403) 297-6168

Camrose

5005 - 49 Street
Camrose, Alberta
T4V 1N5
Telephone: (403) 679-1235
Telefax: (403) 679-1250

Edson

204 Provincial Building
111 - 54 Street
Edson, Alberta
T7E 1T2
Telephone: (403) 723-8229
Telefax: (403) 723-8240

Grande Prairie

1401 Provincial Building
10320 - 99 Street
Grande Prairie, Alberta
T8V 6J4
Telephone: (403) 538-5230
Telefax: (403) 538-5332

Lethbridge

416 Stafford Drive South
Lethbridge, Alberta
T1J 4C7
Telephone: (403) 381-5414
Telefax: (403) 381-5741

Red Deer

305 Provincial Building
4920 - 51 Street
Red Deer, Alberta
T4N 6K8
Telephone: (403) 340-5300
Telefax: (403) 340-5231

Peace River

Postal Bag 900, Box 3
10122 - 100 Street
Peace River, Alberta
T8S 1T4
Telephone: (403) 624-6113
Telefax: (403) 624-6490

Medicine Hat

109 Provincial Building
346 - 3 Street S.E.
Medicine Hat, Alberta
T1A 0G7
Telephone: (403) 529-3630
Telefax: (403) 529-3140

St. Paul

412 Provincial Building
5025 - 49 Avenue
St. Paul, Alberta
T0A 3A4
Telephone: (403) 645-6358
Telefax: (403) 645-6241

Ottawa

Alberta Government Office
45 O'Connor Street, Suite 1810
World Exchange Plaza
Ottawa, Ontario
K1P 1A4
Telephone: (613) 237-2615
Telefax: (613) 563-9934

INTERNATIONAL

Hong Kong

Alberta House
Rooms 1003-4
Tower Two, Admiralty Centre
Harcourt Road
Central, Hong Kong
Telephone: 852-528-4729
Telefax: 852-529-8115

Tokyo

Alberta House
Place Canada, 3rd Floor
3-37 Akasaka 7-Chome
Minato-ku, Tokyo 107
Japan
Telephone: 81-3-3475-1171
Telefax: 81-3-3470-3939

Seoul

Alberta House
Suite 303, The Westin Chosun
Hotel
87, Sogong-Dong Chung-ku
C.P.J. Box 4733
Seoul, 100-070
Korea
Telephone: 82-2-773-8961
Telefax: 82-2-773-8966

London

Alberta House
1 Mount Street
London, England
W1Y 5AA
Telephone: 44-71-491-3430
Telefax: 44-71-629-2296

New York

Alberta House
23rd Floor, General Motors
Building
767 - 5 Avenue
New York, NY 10153, U.S.A.
Telephone: (212) 759-2222
Telefax: (212) 759-3682

Taipei

Alberta Trade Office in Taipei
13th Floor, 365 Fu Hsing North
Road
Taipei, 104
Taiwan
Telephone: (02) 713-7268
Ext: 220
Telefax: (02) 712-7244

REGISTRATION/RESPONSE FORM

Yes, I would like to participate in the **Investment Matching Service of Alberta**. I understand that this confidential, professional service is provided at no cost to potential investors and companies seeking investment capital or strategic alliances.

- ☐ Please add my name to the mailing list for future volumes of the **Investment Matching Service of Alberta Catalogue**.
- ☐ Please send me the brochure called: **Investment Matching Service of Alberta**.
- ☐ My company is seeking investment capital and I would like to be listed in the next **Investment Matching Service of Alberta Catalogue**.
- ☐ My company is seeking a strategic partner and would like to be registered with the **Investment Matching Service of Alberta Catalogue**.
- ☐ I am searching for qualified investment opportunities and would like to be registered with the **Investment Matching Service of Alberta**.

- ☐ I am interested in specific opportunities listed in this Catalogue as follows:

REFERENCE NUMBER:	DESCRIPTION
_____	_____
_____	_____
_____	_____
_____	_____

COMPANY NAME: _____

CONTACT PERSON NAME: _____

TITLE: _____

ADDRESS: _____

CITY: _____

PROVINCE: _____ POSTAL CODE: _____

TELEPHONE BUS: _____ RES: _____

FACSIMILE: _____

CATALOGUE RESPONSE CARD

Which section of the Catalogue do you find the most useful?

- ☐ Alberta Investment Opportunities
- ☐ Strategic Alliances
- ☐ Economic Indicators
- ☐ Investment News
- ☐ Alberta Infrastructure
- ☐ Other _____

How could we improve:

- DESCRIPTION OF INVESTMENT OPPORTUNITIES? _____
- STRATEGIC ALLIANCES? _____
- ALBERTA INFRASTRUCTURE? _____
- INVESTMENT NEWS? _____
- ECONOMIC INDICATORS? _____
- OTHER? _____


What additional types of information would you find useful?

Other comments or suggestions are welcome.

Mail or Fax this form to:

Investment Matching Service of Alberta
Alberta Economic Development & Tourism
4th Floor, Commerce Place, 10155 - 102 Street
Edmonton, Alberta, Canada T5J 4L6
Fax: (403) 422-9127

National Library of Canada
Bibliothèque nationale du Canada



3 3286 50515 3789